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4

NEWS

Single multipart label control

A single multipart label, printed on demand with variable data, has replaced a number of preprinted labels used on Caradon Mira shower units, packs and documentation, so avoiding problems of label stock control.

Map 80's PriSym labelling system has been installed by Caradon Mira, used for driving a Sato 8400 thermal transfer printer to produce each eight section 100mm square label.

Information included on each label includes the electrical rating of the unit, safety information, guarantee details, product codes and production dates. The label travels with each unit through the various assembly and packing stations, with sections applied by hand when and where appropriate.



Map 80's PriSym labelling system enables Caradon Mira to produce labels as and when required

The first labels are used on the body of the unit, one inside and one on the end. After testing and final assembly, the shower goes into an outer case, which has a further section of the label applied. Final sections of the labels are applied to

paperwork.

Caradon Mira chose a thermal transfer printer to ensure that coding remains readable for long periods after the units are packed, says Map 80 (Unit 3, Kestrel Business Park, Ivanhoe Road, Finchampstead, Wokingham, Berks - tel: 0734 731800, fax: 731900).

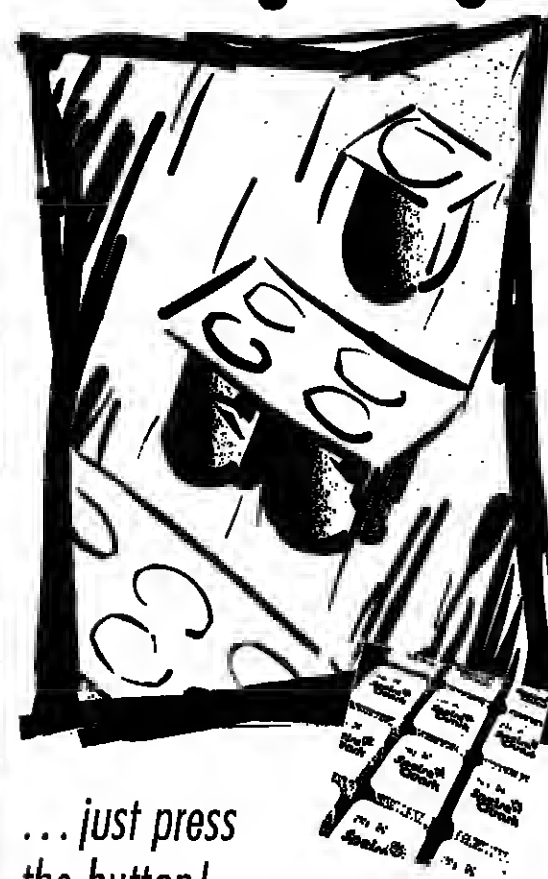
Labels applied to the unit itself also need to pass a petrol rub test, since information can often be needed for servicing or responding to a guarantee query.

Previously the company used preprinted labels, but the shower manufacturer has found that the Map 80 solution makes the labelling operation a lot easier.

There is no longer any need to ensure that one label or another is still in stock, with the danger that running out of one of the eight labels could hold up production. The user simply prints out labels for the day's needs complete with variable data such as date, batch and production codes.

For further information K11-112 Call for details 0839 772288

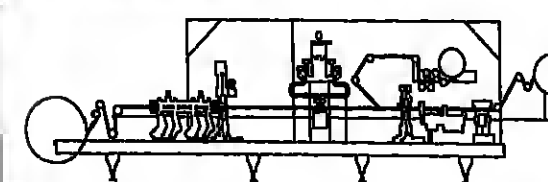
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One section of the label being applied to the inside of the unit

Sale and promotion bags

Quality sales and promotional bags from Italy are available from exclusive UK agent Image Agencies in a series of standard prints which can be overprinted for small orders, with the option of custom design for larger batches.

Plain or laminated 120gsm paper is used by Cartitalia for its block bottom bags, which span the range between large carriers and jewellery bags.

Among the type of user that the Cartitalia range might suit, the agent lists gift shops, bridal and designer fashion

outlets, department stores, exhibitors and promoters.

Printed on all sides, bags can be supplied in quantities as small as a hundred, with logos or designs added by Image Agencies (1 Ethel Street, Northampton NN1 5ER - tel/fax: 01604 24872).

Customisation for larger orders can be in up to six colours, with a choice for handles of rope, flat or twisted paper. Stock items can be supplied within 48 hours.

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The bags are available in standard prints which can be overprinted.



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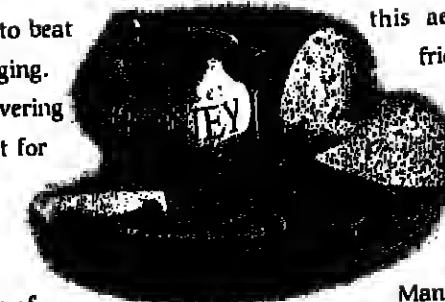
More and more companies are discovering how innovative designs like this are perfect for a whole range of ambient, chilled and frozen foods normally packaged more traditionally.

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Making the levy obligation stick

Options for the government in framing its legislation on packaging producer responsibility (see page 1) are likely to be limited by the feasibility of implementation, meaning a rejection of the strategy advocated by Sir Sydney Lapworth of a modified converter levy.

Easy to evade

Problems would arise if there were, as proposed by Sir Sydney, an obligation passed right through the packing chain from the point of levying, which in his proposal would be the converter. For the DoE, the question is, how can you define in law the

duties of a company which is not itself directly paying a levy, without making those duties easy to evade?

Packer/filler levy

Options include placing the levy at the packer/filler or importer stage or with the brand owner, as in the system now being put in place in Canada. Another comparison could be with France's *Pac-Emballages* system, which equates the statutory obligation with the levy point.

In line with the generally accepted view that Valpak - the industry organisation which will implement the plan by

raising and distributing finance - will be more representative of the packaging chain than the PRG has been, the DoE is likely to consult more widely with industry on legislation.

Announcing the legislation, Environment Secretary John Gummer said he hoped the PRG initiative as a whole would "help British industry become more competitive in this field". But Incpen has led the field in cautioning the DoE over over-optimism. "I was careful to spell out that Incpen lacks recycling not for its own sake but only where it yields some sort of environmental benefit," Peter Davis, Incpen chief executive, tells PN.

Certainly in the short term, says Mr Davis, the costs of recovery will mean that even though there are more profitable parts of the waste stream, overall it is not likely to show a profit.

NEWS

There has been no indication that a different strategy on placing the levy will be accompanied by the will to see an identifying mark on packaging along the lines of the Green Dot for the German market.

Incpen has been particularly vocal in calling for a UK "Green Dot", stressing the need to communicate with the consumer to what extent industry is taking responsibility for packaging waste.

None of the successful national schemes in Europe has got off the ground without the use of the Green Dot or equivalent. Eco-Emballages in France has used advertising to increase public awareness of the scheme.

Directive predicted before Xmas

Industry is cautiously predicting a Packaging Directive from the European Union before Christmas, though ratification is still required from the parliament.

Although final agreement on the Directive has proved illusory on previous occasions, many of the obstacles in its path causing concern a month and a half ago have now been removed. Belgium is said to be satisfied with the redrafting of the amendment protecting its own acetate proposals and clearing up the issue of the "polluter pays" principle.

The job of piloting the Directive from the conciliation committee stage through parliament may still prove problematic, but great efforts have been made to smooth its

progress. Amendments concerning a waste management hierarchy and minimum recycling targets have been dropped, and the threat of a ban on chlorine has lifted. In return, parliament has secured a key role for itself in - among other things - reviewing the set targets in five years time.

Some minds may have been concentrated by the imminent probability of new member nations shifting the balance within the EU towards more demanding environmental policies. If the Directive is accepted, national governments will have 18 months to implement the EU Directive. In the case of the UK, this should be catered for within the legislation promised by the DoE and by the setting up of Valpak.

NEWS

Swedish board group may focus more on converting

Advantages gained by the merger, in Swedish group AssiDomän, of nationalised forestry and board industries could be added to by greater concentration on the converting stage, optimising the benefits of its products including Frövi kraft Carrier.

"If our competitors, especially the Americans, begin to get competitive advantages from putting more into converting, then we too will have to review our position," states md of AssiDomän Carton Ragnar Quarnström.

The group sees the likes of Riverwood and Mead in North America and Meyer Mehlhof in Europe building up converting capacity, and is keen not to be left behind.

But already the merger of Assi's fibre packaging interests and Domän forestry has yielded benefits which Mr Quarnström - also md of Frövi Mill - is only too aware of. "This is what is so good about being part of a group like this, being able to instil quality right from the very start of production," he explains. Earlier this year the group also acquired Ncb.

The importance of the relationship in quality terms between what happens at the forestry stage and the pulp and board stage has always been underestimated, says Frövi.

Financial strength is also key. Strong cash flow and access to the stock exchange means that capital will be there for investment even in less successful years, which is exactly the time when investment should take place. Integrating a pulp and board mill, Frövi's production is geared primarily to coated cartonboard. Frövi Liquid is a liquid carton board sold only to TetraPak, and Frövi Carrier is used for food packaging and multipacks.

One Carrier application for food which demonstrates the benefits of the board is a pack for Riso Gallo in Italy. The company had previously used



Frövi is one of the largest producers of cartonboard in the world

white lined chipboard for its rice, but was convinced that Frövi's board could best meet its own requirements and those for food packaging of the Italian government.

Switching to Carrier has meant 20 per cent weight savings for Gallo. The 400gsm kraft board can provide the same stiffness as 500gsm chipboard, and better stackability means that shrinkfilm can be used instead of corrugated outers for transit.

High tear strength also meant that the board could accommodate an easy open pouring spout in the side of the pack. Inner bags could be discarded since there is no migration of odour or flavour from the board.

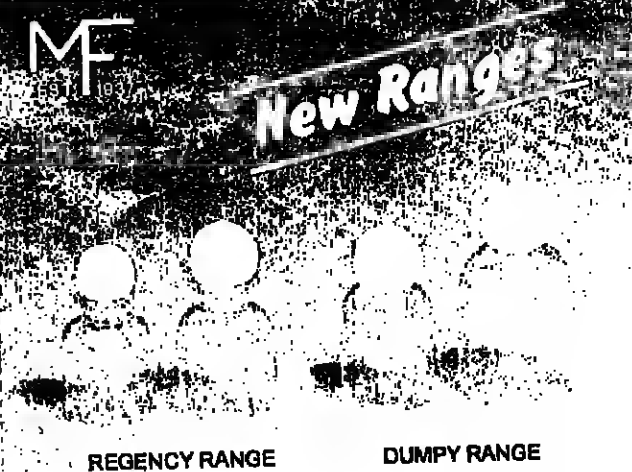
The mill has been active in promoting the benefits of its board for specific applications. "Having the right material is not enough. You need to be creative to gain radical cost savings and efficiencies," says Mr Quarnström.

Another example of this creativity is a carton produced for Beiersdorf ag using Carrier rather than folding box board. The larger cartons used as standard for various kinds of plaster have allowed the German company to make large material savings.

By using sizing rather than wet strength additives, Frövi claims to make its Carrier much simpler to recycle. An improved coating is also said to yield a better printing surface. Unbleached kraft pulp not



Frövi Carrier board was used for this pack for Riso Gallo in Italy



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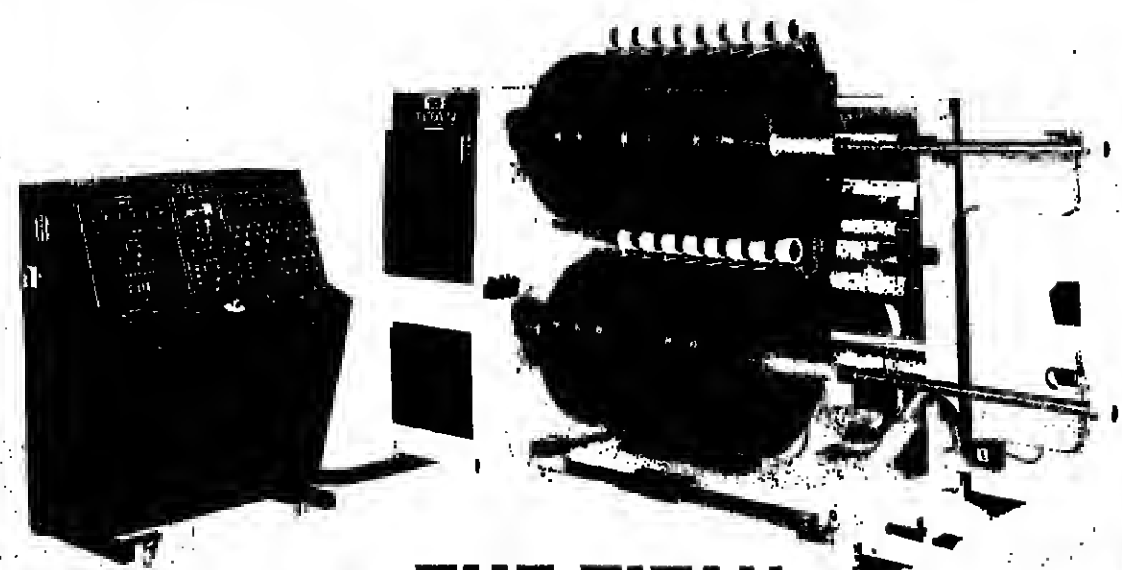
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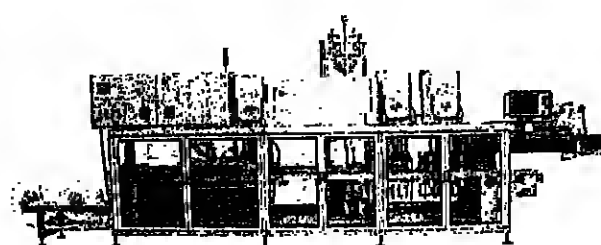
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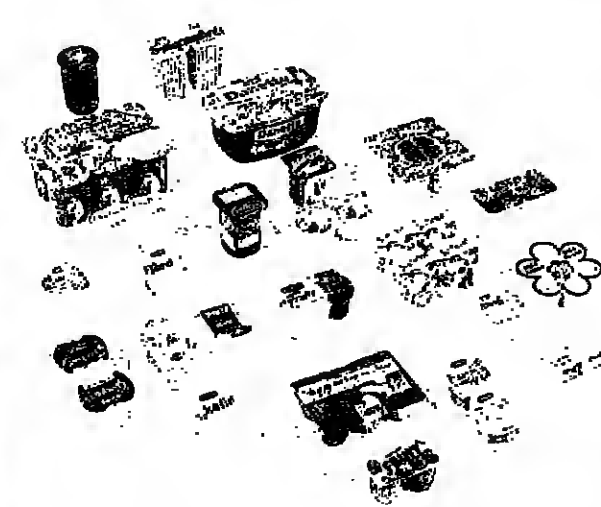
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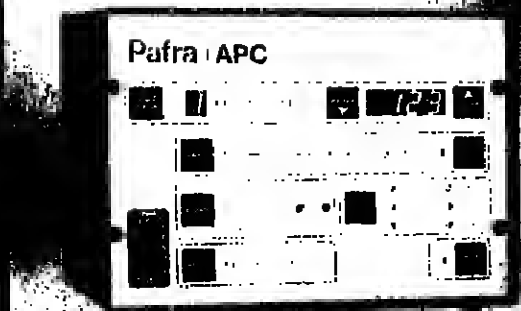
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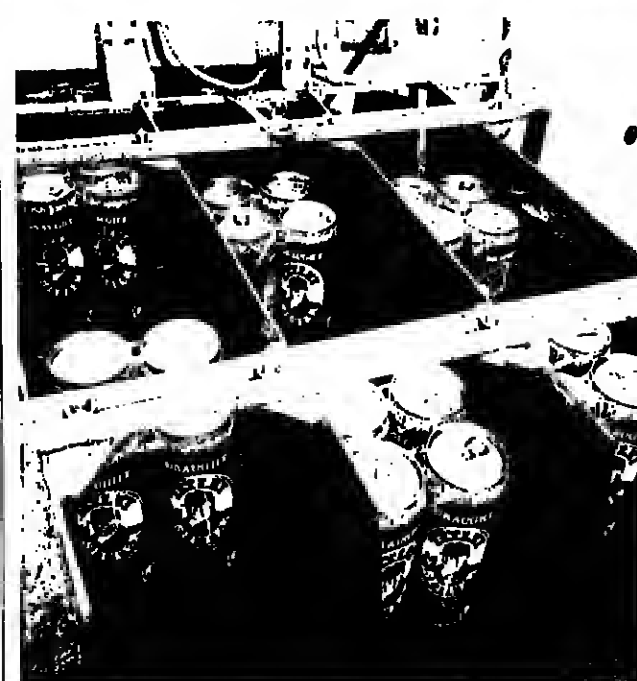
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8

NEWS

Widget technology in application



273 M produces 4-pecks of brands such as Draught Tetley Bitter

Hi-Cone carrier applying equipment is now in operation at Ind Coope's development line at the brewery's plant in Burton-on-Trent.

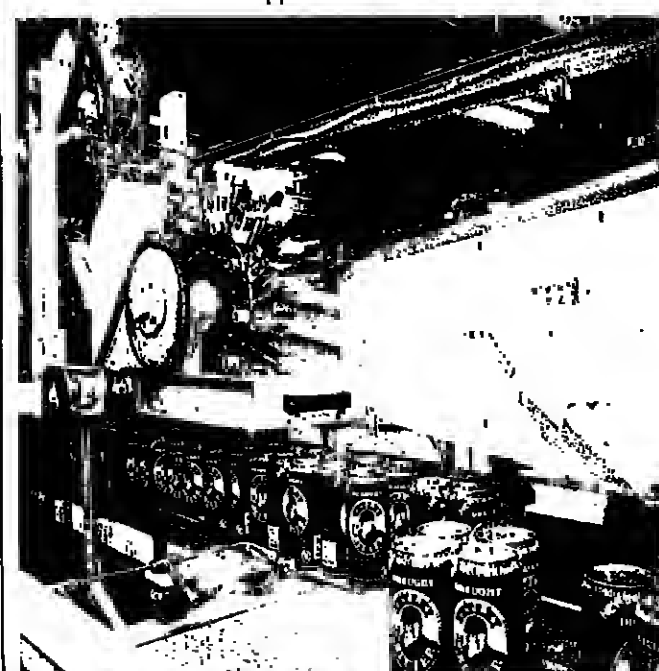
A Model 273M machine has been installed on the factory's line 4, which is designed specifically to produce and pack draught beers in cans. Using the 'widget' technology, the 500ml cans are filled, sealed and then pasteurised before moving onto the Hi-Cone applying machine where the plastic ring can carriers are applied.

The line, which handles well known brands such as Tetley Bitter and Tetley Mild, is producing 6 x 4 collations which are then shrinkwrapped

before distribution, says ITW Hi-Cone (Cookham Road, Bracknell, Berks RG12 1RB - tel: 0344 860166, fax: 861869). The applicator is capable of speeds of up to 1200 cans a minute, says the company.

"We have Hi-Cone applying machines on two other can filling lines in the factory and we believe the system is an extremely efficient one," says Ind Coope Burton Brewery's packaging manager. "Our canned draught beers have become particularly popular and throughput on this line has to be kept as high as possible. The ITW machine has proved very reliable."

For further information K11-115 Call for details 0839 772268



The Model 273M Hi-Cone applying machine installed on the line

Race winner

Lucky winner of the *Packaging News* and Prestek competition that ran throughout the PPMA show in September is Mr TS Catchpole, who is an engineering superintendent at RHM Foods Ltd in Andover, Hants.

Mr Catchpole's winning card was chosen from over 200 entries which allows for a full day's racing at the famous Jim Russell British Academy of Motorsport at Donnington Park. The day will include single seater and saloon car racing and we wish Mr Catchpole a happy day's motoring...

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Two codes for the price of one

Foil ribbon usage has now been halved and machine downtime further reduced on the SmartDate thermal transfer overprinter from Prestek Ltd.

The company claims that for a typical batch/best before and date coding requirement, more than 200,000 codes can now be printed between ribbon changes. As a result, downtime for ribbon changes can be reduced by over 90 per cent compared to traditional hot foil coders, says the company (Highfields Science Park, University Boulevard, Nottingham NG7 2RQ - tel: 0602 253220, fax: 430153).

Considerable savings can also be achieved on consumable costs through halving the foil ribbon used.

The SmartDate interlaced print feature allows two codes to be printed using the same amount of ribbon usually devoted to just one. Although contrast is lower by comparison, the integrity of each character is unaffected.

According to Prestek, the new feature allows companies to select from two different standards of print, depending on the particular requirements of an individual product or pack. Alternation between the two print modes can be carried out at the touch of a button and the required print setting can also be preprogrammed for specific products within the SmartDate database.

The company anticipates that interlaced printing will appeal particularly to high volume packaging lines such as snacks and confectionery whereas premium packaging for cosmetics or pharmaceuticals may select the full resolution finish. "The feature provides additional cost and time savings without any significant reduction in print quality," says Graham Podmore, sales director at Prestek.

For further information K11-136 Call for details 0839 772268



Amcor Packaging's corrugated box plant at Mold, North Wales

£25 million corrugated plant

Amcor Packaging (Europe) Ltd officially opened its corrugated box plant at Mold, North Wales, last month. The £25 million facility is said to represent another major landmark in Amcor's European expansion. The 21,000sq m plant has

a 70,000 tonne capacity which matches that of its sister factory in Cambridgeshire.

The plant was commissioned in the first quarter of the year and officially opened by Mr Athol Lapthorne, chairman of Amcor Ltd.

Random item conveyor

A stainless individual roller accumulating conveyor from Italian manufacturer Sorind srl is now available in the UK.

Items of random size and weight can be accumulated on the Soft Touch conveyor system, consisting of separate segments on a central shaft.

When any obstacle is applied to progress of packs or products on the conveyor, the effective torque is reduced to zero, ensuring that line pressure is reduced to a minimum so that no damage is done. The system can be used to handle multiple

rows in parallel.

The conveyor was shown at the PPMA show by UK agent WES Installations Ltd (91A Furtherwick Road, Canvey Island, Essex SS8 7AY - tel: 01268 696737, fax: 685880).

"We have been particularly excited by the reaction of prospective buyers showing interest in both the competitive pricing and the potential of the conveyor," says Sorind general manager Gian Boniacci.

For further information K11-135 Call for details 0839 772268



Rice puds in easy open cans

CPC (United Kingdom) Ltd is introducing its range of 150g single serve, Ambrosia Rice Pudding in cans with a white Ferroliite coated, easy open end, produced by CarneudMetalbox Foodcan Group (Woodslee, Perry Wood Walk, Worcester WR5 1EG - tel: 0905 762000, fax: 762357).

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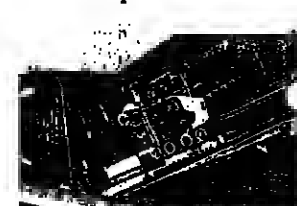
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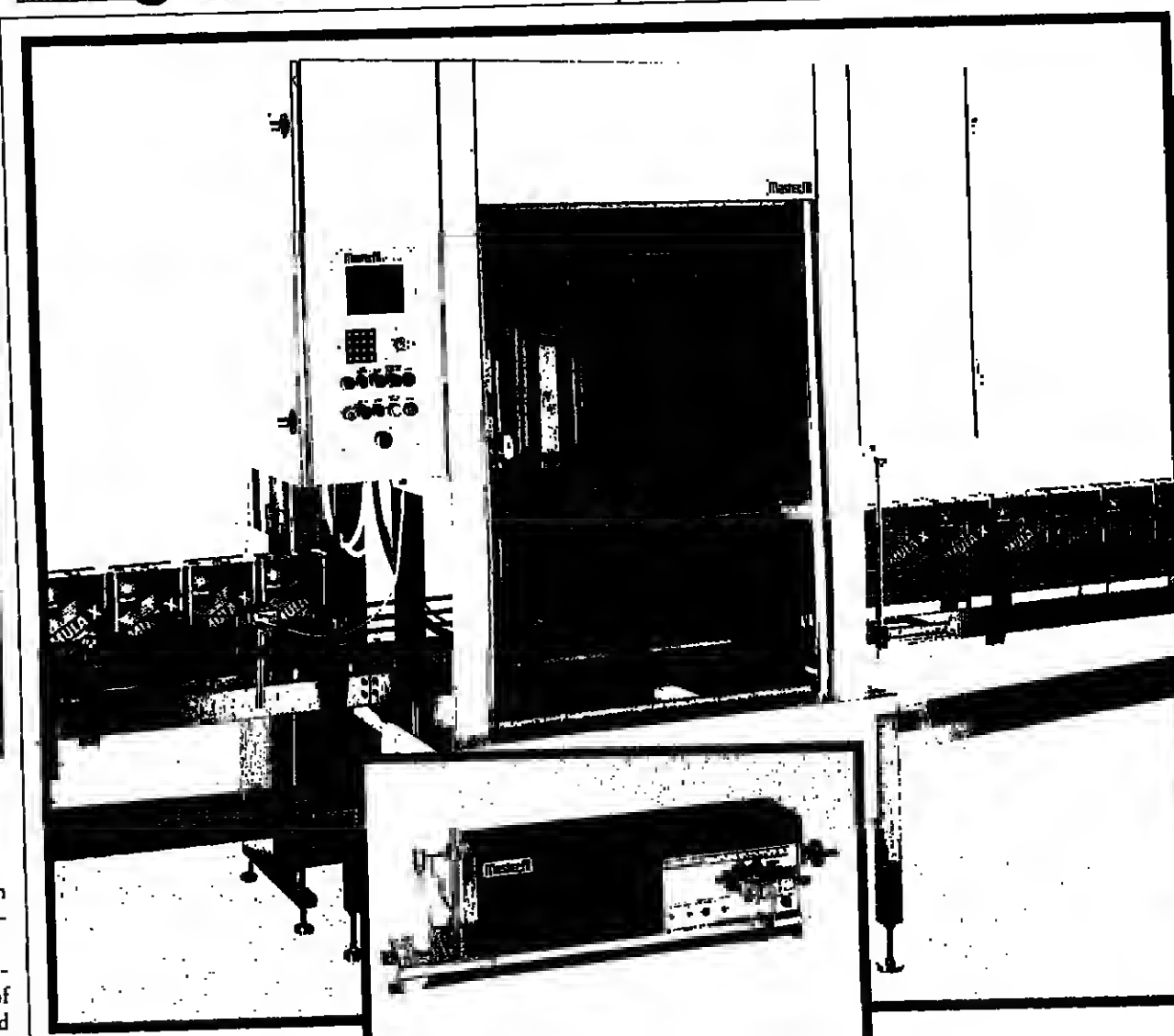
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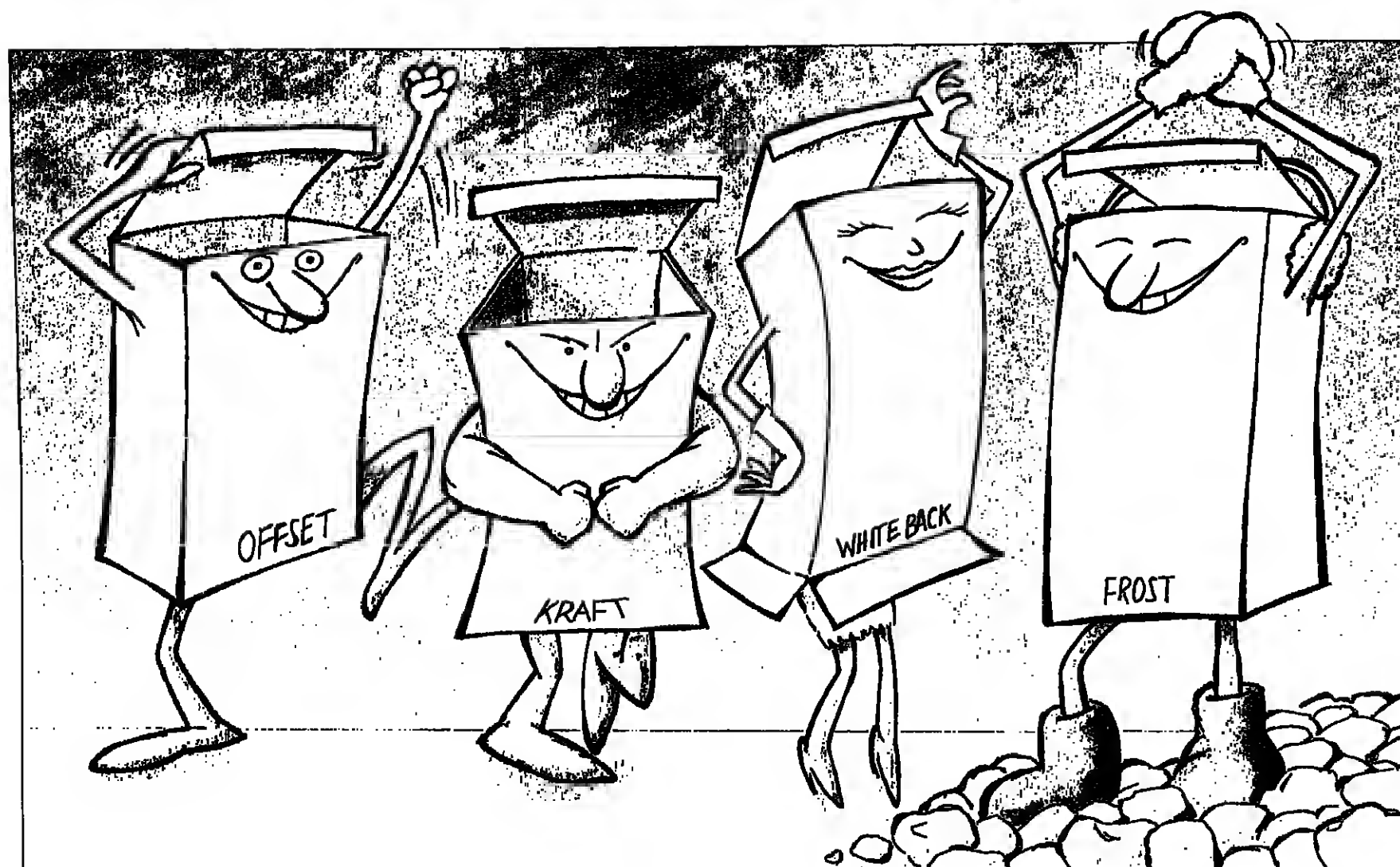
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Fiskeby first to get ADAS Accreditation



Fiskeby Board, leading producer of recycled cartonboard for the food industry, is the first European Board Mill to obtain ADAS Hygiene Accreditation. Demand for better hygiene control in the food industry has increased. This includes all stages in the product chain, including packaging suppliers.

Fiskeby has recognised this need, and working with ADAS, has developed routines to ensure that all the Mill's production and packaging operations meet the ADAS requirements. This process has culminated in Fiskeby achieving ADAS Food Hygiene Accreditation in October 1994.

Fiskeby Multiboard is a range of 100% recycled boards, combining high quality with low environmental impact. Multiboard is based on first-generation recycled fibres, giving strength and consistency to meet your packaging requirements. Try Fiskeby, try Multiboard!

MULTIBOARD

Fiskeby Board AB

Fiskeby Board Ltd, Suite 8, Lloyd Berkeley Place, Pebble Lane, Aylesbury Bucks
Tel. 01296-26219, Fax 01296-82682



Fiskeby Board produces board from recycled fibres, with the brand name Multiboard. The Mill can offer a broad range of qualities, including Barrier Grades from the Mills PE extruder. Fiskeby Board, located in Sweden, is a part of Riverwood International, one of the worlds leading producers of packaging board.

Call on 0839 772288 or enquiry number K11-401

NEW'S

Economical inkjet

Ease of use combines with economy and flexibility in the latest casecoding inkjet printer from Cueprint, launched at the PPMA Show.

The Apollo comes into the market at half the price of Cueprint's established case-coder - the Classic - offering variable and standard barcoding together with alphanumeric text capabilities. Up to five lines of print are possible, says Cueprint md Tony Coleman.

Repeat success

Mr Coleman tells PN he hopes the Apollo will repeat the success of the Elite, because it can be moved from line to line. While the Classic is designed for fixed installations, Cueprint aims to provide more versatility with the Apollo.

Possible combinations include text and barcodes from

the lower printhead and text only from the upper head. With the established system, which combines two heads in one, this is not possible.

Wysiwyg screen

The printer can be pc controlled, has a wysiwyg screen and can generate good quality graphics, says the manufacturer (which is based at Compton Place Business Centre, Surrey Avenue, Camberley, Surrey GU15 3DX - tel: 0276 691730, fax: 686895).

Half inch, one and two inch printheads can be interchanged to give barcode standards equivalent to those achievable with the Classic, says Mr Coleman. The system will print at speeds of up to 1m a second.

For further information call 0839 772288 or enquiry number K11-451

Dylon stain remover range featuring raised tactile warning labels

Strong colour a priority

Full length labels have been produced for a range of Dylon International stain removers, with strong, coordinated colours and tactile warning as priority features.

Point of sale appeal depends largely on the strong background colours of the three labels used in the range. Five colour letterpress printing plus varnish is used by convert-

er Labeltech (Cratall Road, Witham, Essex CM8 3BJ - tel: 0376 501144, fax: 510979), which worked closely with both Dylon and the plastics moulder to achieve the best match possible between labels and closures.

"Use of strong, striking colours on the labels is an essential element," says Dylon senior brand manager Stephanie Henry. The bottles and closures are made by FL Plastics (20 Roberts Way, Bowdhorpe Ind. Est., Norwich, Norfolk NR5 9JF - tel: 0603 740241, fax: 740536).

FL PLASTICS:
For further information call 0839 772288 or enquiry number K11-451

Labeltech:
For further information call 0839 772288 or enquiry number K11-451

Sweets into pet pots

Equipment for packing pet jars with confectionery has been supplied to Needlers, Hull, by G Webb Automation, using a rotary system and multihead weigher combination.

Based on Webb's RP250 Rotoplant rotary filling machine, the line has been supplied to handle a range of pet containers. Filling of the twist wrapped sweets is at speeds of up to 40 containers a minute, with product dosed from a Yamato ADW-508MD multihead weigher above the filler.

Jars are scroll fed via infeed starwheels into a central turret, where they are positively located and indexed round to the filling station. Sensors register the presence of containers in the filler, and then track them, so that product is not unnecessarily discharged.

The jars are filled as they arrive at the filling station, with product deposited from the multihead and a vibratory streaming tray. The container is also made to vibrate, helping product to settle.

This method means that maximum transfer time is given to ensuring that all discharged product enters the jar, since

streaming and vibration continue for the five remaining stations on the filling turret, says Webb (Link Industrial Estate, Howsell Road, Malvern Link, Worcs WR14 1TF - tel: 0684



The RP250 with Yamato multihead weigher

892929, fax: 892880).

A single control unit can be used to operate both multihead and filler. The mobile panel will store filling parameters for different jar sizes and products, including vibration frequency, conveyor speed, index speed and weigher synchronisation.

There is also access to full diagnostics if necessary, including information on line status. Any malfunction will activate an alarm.

For further information call 0839 772288 or enquiry number K11-451

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Call on 0839 772288 or enquiry number K11-450

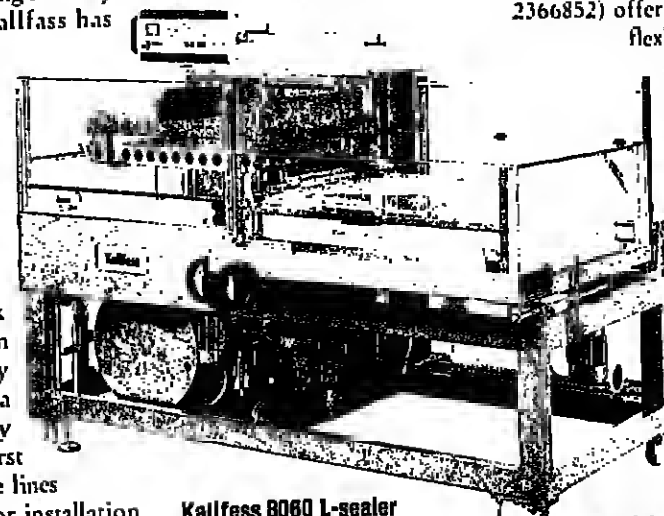
Huge L-sealer installation

In what is said to be one of the biggest multiline installation of fully automatic L-sealers, at Coolcore Processing's bakery plant, Lawco-Kalfass has taken responsibility for all end of line equipment.

With production due to start at the Milton Keynes plant in February next year, Lawco has chosen to work with Transnorm Systems, Graseby and Jadedch for a complete turnkey system on the first three lines. More lines are scheduled for installation during 1995.

Two fully automatic Kalfass Universa 8060 L-sealers in

the standard model and one high-lift version have been chosen, with 100mm and 200mm clearance



Kalfass 8060 L-sealer

respectively at the seal bar. The machines are capable

of speeds of up to 30 packs a minute, says Lawco (Lawco House, Vauxhall Rd, Liverpool L69 - tel: 0151 2271212, fax: 2366852) offering the speed, flexibility and reliability that a high throughput plant such as Coolcore's requires.

The multi-million pound plant investment will turn the 170,000 sq ft plant into one of the largest bakeries in Europe for Coolcore, a part of the Kears group.

For further information K11 128 Call for details 0839 772268

High output ffs for rigid containers

High output ffs equipment for rigid containers is now available in the UK from French manufacturer Arcil, offering simple running and control, reliability and productivity.

Accessibility is helped by the design of the equipment which puts no main components below the plastics web, and there are materials savings from being able to stop production for long or short periods without plastics wastage, says UK representative Remy Gimpe (Battersea Business Centre, 103-109 Lavender Hill, London SW11 5QL - tel: 071-350 2211, fax: 071-350 1645).

For further information K11 129 Call for details 0839 772268

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Packaging Focus 94 gives a glimpse of the industry's future

An opportunity for a glimpse into the future of the industry was offered by Packaging Focus 94 according to delegates and exhibitors alike.

Underlining the concentration of power among retailers and their suppliers, president of the Institute of Packaging Victor Watson told participants: "The packaging industry in the UK has responded successfully to these challenges and will continue to do so if it understands what changes are in the offing."

According to a delegate from Boots the Chemist, packaging development controller Chris Davenport, the mix of supplier meetings with workshops and other conference

sessions was very effective. "The opportunity to network with other delegates outside the strictures of the conventional business environment was an additional benefit," says Dr Davenport.

Exhibitors were equally positive, according to organiser Richmond Events (London House, 243-253 Lower Mortlake Road, Richmond, Surrey TW9 2LS - tel: 081-332 2422, fax: 081-332 0939). "It was three days well spent, and we will certainly be attending this event were it to run again in 1996," says David Taylor, sales and marketing director at Lawson Mardon Fibrenyle.

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Growing beyond bottle polymers

Eastman Chemical Company has formally opened its recently modified plastics resin manufacturing plant in Hartlepool. The plant will service Eastman's Speciality Packaging Plastics Business Organisation (SPPBO) which separates speciality packaging plastics from the mainstream of rigid container plastics, allowing the company to focus on new growth beyond its core business of bottle polymers.

Earnest W Deavenport, chairman and ceo, says that the purchase and modification of the Hartlepool site demonstrates Eastman's commitment to packaging customers in the UK, Europe, Africa and the Middle East. "Where polyester resins are concerned, we're certainly not standing still."

Adding capacity

Eastman purchased the Hartlepool facility in 1992 to add manufacturing capacity for Eastar copolyester to better serve packaging customers and Spectar copolyester capacity to serve the display markets. The plant is currently producing both petg copolyester and pet.

"Now that modifications are complete, our Hartlepool facility has an annual capacity to produce 62,000 tonnes of polymer on three production lines," says Gerald P Morie, vice president and general manager

of SPPBO. Products produced at Hartlepool serve the following packaging markets:

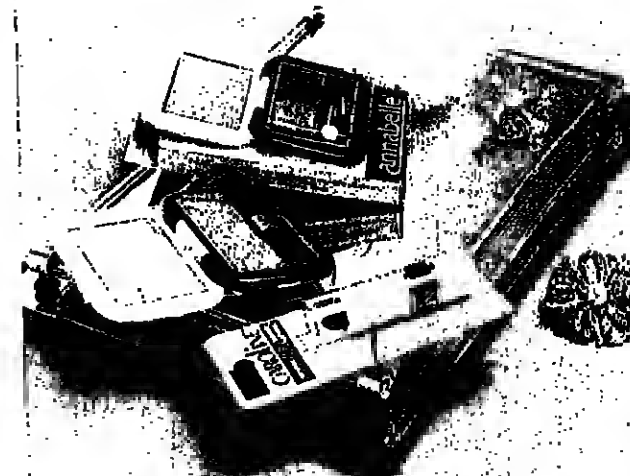
- packaging for food, grocery and delicatessen products
- containers for beverages, foods and toiletries
- shrink sleeve film
- rigid medical packaging.

Ten new products have been introduced by SPPBO this year across the various market sectors including wine capsules. Further developments are expected in the food and consumer packaging areas, specifically foamed polyester. Business development manager Bob Schrader felt that this would happen over the next two years.

Another growing area is hot fill pet. Jack Sami, market manager Europe of the Container Plastics Business Organisation, cited iced teas and sports drinks as markets offering growth opportunities.

Speaking at the official opening of the plant, which is located on a 26 acre site, Mr Deavenport said that Eastman continues to be the world's leading producer of pet for packaging. In the UK, Eastman can be contacted at: Brindley House, Corner Hall, Lawn Lane, Hemel Hempstead, Herts HP3 9YT - tel: 0442 241171, fax: 241177.

For further information call 0839 772288



Kodak petg copolyester was supplied by Eastman to Klockner Pantaplast, for conversion into clear blister packs for Caroline and Annebella makeup products from Ragat Industries Ltd, Canada



Covaplast in Spain has used Eastar petg as an alternative to pvc for shrink sleeve conversion. Slatar company Sloover prints the clear film in multi colours and then solvent soaks one edge to form a tube for supply to many different end user industries

Putting a fresh seal onto peanut butter

Peelable foil has been used to provide a better freshness seal on jars of peanut butter in what is said to be the first UK application of the technology in this sector.

F. Duerr & Sons of Manchester has installed an induction heat sealer along with a capping machine and tamper evident sleeve applicator. This investment, totalling £200,000, backs up the introduction of the now classic tapered shape for its peanut butter jars.

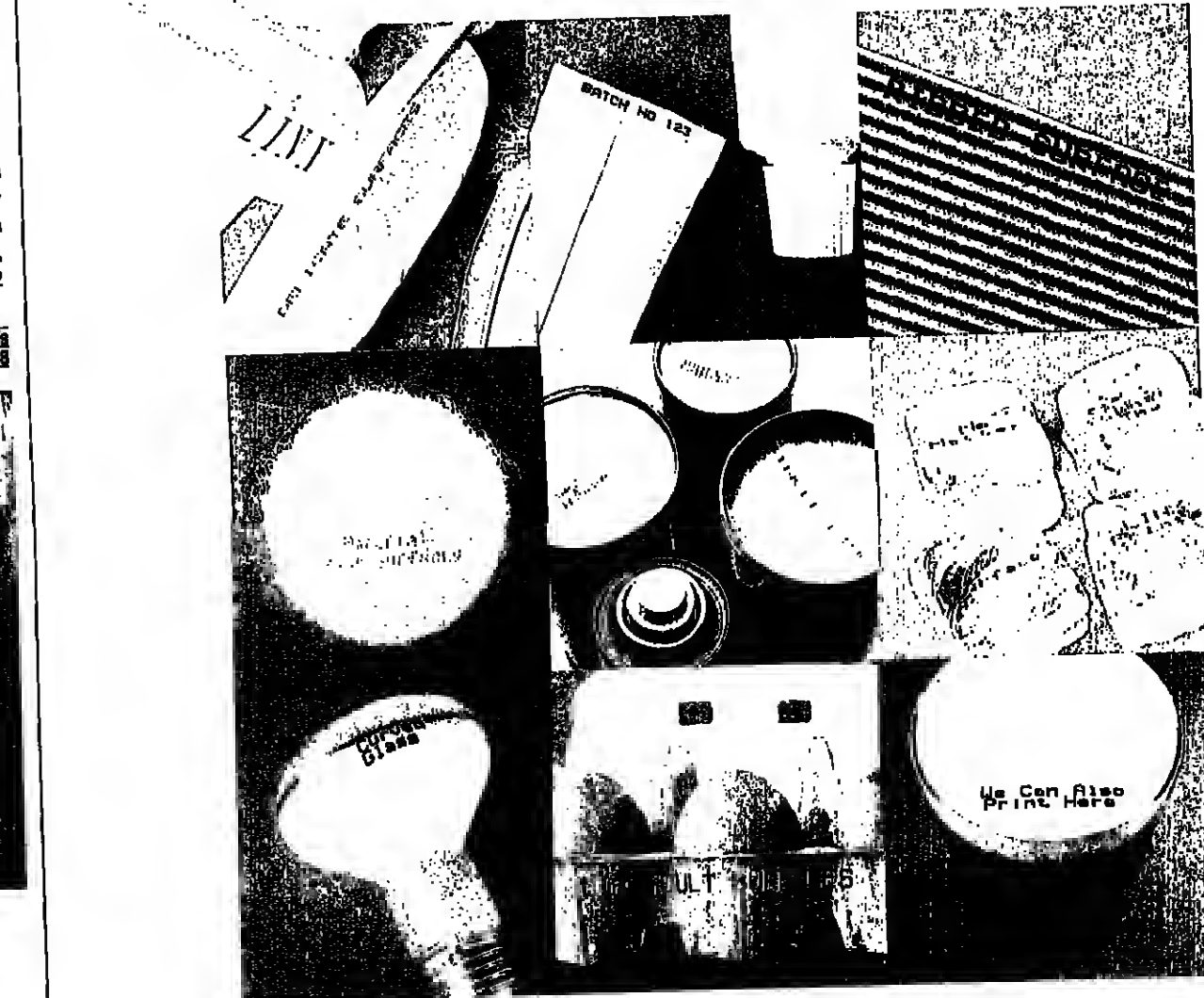
Like many other manufacturers of the product, Duerr's made the change from metal caps to pp, gaining the impact

and recognisability of different coloured plastics. But since oxygen can penetrate the pp and turn the spread rancid over time, Duerr's has decided to improve the barrier.

Coated foil

The coated aluminium foil is an integral part of the cap, with a seal formed after capping on an induction heat sealer from Enercon Ahlbrandt (64 Edison Road, Rabans Lane Industrial Estate, Aylesbury, Bucks HP19 3TE - tel: 0296 330542, fax: 432098).

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Buyout brings milk sector benefits

Last month, blowmoulder BlowMocan became part of the South African Nampak group, which operates with a worldwide turnover approaching £1 billion.

According to John Bunker, founding member and deputy chairman of BlowMocan, the move will bring benefits to customers in the dairy and industrial container markets as the buy out will provide investment opportunities to meet industry needs, particularly in the milk sector.

"The backing of a large company such as Nampak will help make us a credible second force in the dairy sector and

hopefully bring some stability to the market," Mr Bunker told *PN*. "It will reassure our pe milk bottle customers, each of which is growing the business at an average of 25 per cent year on year, that we can match this rise."

Mr Bunker and fellow founding member and managing director George Copeland feel that Nampak offers the right combination of a large company with a packaging background that can help expand the business. Nampak has raised £22 million for the acquisition, which includes around £8 million for current investment plans, via shares

floated on the Luxembourg Stock Exchange.

A multi faceted group, Nampak has been looking to expand into Europe and BlowMocan's profile fits in well with its pe milk bottle business in South Africa. The company specialises in hole in the wall blowmoulding at customer sites and this aspect of the business will be added to BlowMocan's UK portfolio.

Currently, Nampak is talking to Blowwater about merging the pe bottle systems business with BlowMocan, which will give the company a 25 per cent market share in the UK. "What this acquisition will bring to us

is a complete systems approach, usually only offered by milk carton, rather than bottle manufacturers," says Mr Bunker. The company will be able to offer shipped in or made on site pe bottles as well as filling, handling and labelling systems.

Mr Bunker is also keen to stress the benefits this move will bring to its customers in the motor oil and agrochemical sectors. Money has already been allocated for its bottle-in-box project as well as further investments on the custom moulding side.

"The systems technology along with the research and development facilities now



Peter Campbell of Nampak becomes chairman of the new BlowMocan

available to us means we can offer services we could not have afforded to give customers before Nampak," says Mr Bunker.

The existing management team of Mr Bunker and Mr Copeland will remain in place

and Peter Campbell, deputy chairman of Nampak becomes chairman of the new BlowMocan (Pitfield, Kiln Farm, Milton Keynes, Bucks MK11 3LE - tel: 0908 566666, fax: 566344).

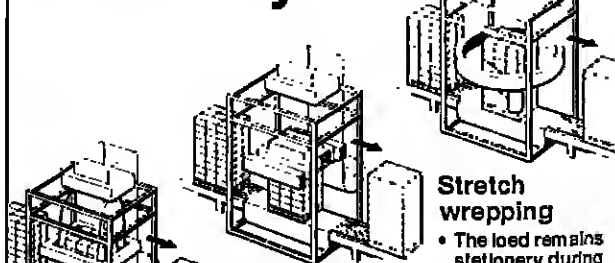
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PACKAGING NEWS/NOVEMBER 1994

British Alcan Aluminium plc has sold its downstream business Alcan Ekeco Packaging Ltd to a consortium led by Legal and General Ventures with the management team headed by md Mike Kendall. The company will now trade as Ekeco Packaging Ltd (01494 75221). British Alcan's building products business has also been sold.

Newton Packaging Equipment (0832 795922) has added Knapack Packaging Machinery - bought from Frederick C. Kane Ltd - to its list of recent acquisitions. The company has also purchased the assets and business of Wright Machinery Company, the London-based manufacturer.

API Group plc is investing £8 million in its subsidiary Henry & Leigh Slater for a purpose built plant to metallise paper for the labels and packaging markets. According to API (0625 610334), the market for metallised paper is worth over £300 million in Europe.

Boxee plc (0823 672681) has announced the flotation of the group, which specialises in the manufacture of cartons for the pharmaceutical, food and household markets.

Linspe Metal Packaging (0734 441144) is due to expand its Caldicot metal decorating facility with a 20,000sq ft addition to the site to accommodate new printing lines.

Bowater Liquid Packaging (081-491 0066) has acquired Dutch company IVM - also a bag-in-box supplier. IVM was previously owned by Empes Gelcarton, a corrugated supplier.

Norgren Martonair, the pneumatic control and automatic component manufacturer, has changed its legal name in the UK to IMI Norgren Ltd (01543 414333), part of British parent company IMI plc.



Deputy Labour leader John Prescott MP, accompanied by his wife, unveiled a commemorative plaque to officially open Advanced Bar Coding Ltd (0482 920200) in his East Hull constituency

Viskase has purchased Mobil Plastics Europe's OPS rigid packaging business through its subsidiary Viskase UK (0740 620751).

UCB has been investing in the UK and Belgium, with UCB Films (08973 42281) Wiltshire going ahead with installation of a seventh blown opp film line, giving a further 5,000 tonnes a year capacity, and UCB Transpac in Ghent (010 32 2 9411634), Belgium, investing heavily to gain ISO 9001 certification.

The Jefferson Smurfit group (010 353 1 2696622) announced good results for its UK Paper Board and Reclamation division in the first half of 1994. These are accounted for by price increases implemented over this period, while UK Corrugated was hampered by a lag in passing on price increases to an oversupplied market.

Pire International is launching a two year project into future applications of non-contact printing, starting in January '95. A TSO tester, for ultrasonic paper quality control, and a Helios 2000 laboratory coater are among equipment currently available for R&D work at Pira (0372 378181).

The British Polymer Training Association (BPTA) has

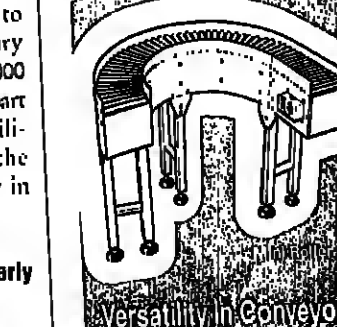
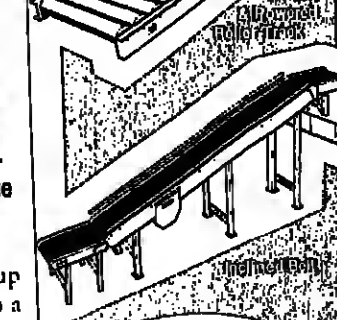
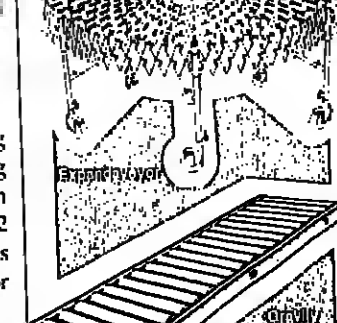
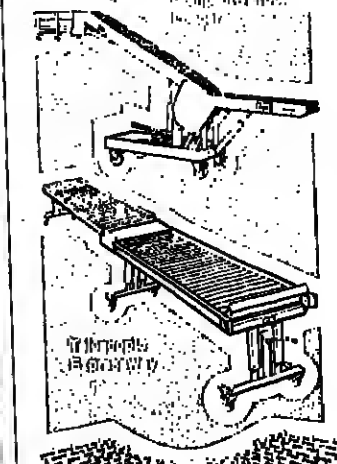
launched a troubleshooting process consultancy. Working out of its technical centre in Telford, the consultancy (0952 587020) will work on projects including prototype testing or production improvements.

FLB Ltd (0242 245951) has been formed following a management buyout of packaging design consultant Fisher Ling & Bennion Ltd, with Phil Shiner joining as a director on the business and financial side.

Mailway Packaging group (0296 415771) has moved to a 22,000 square foot factory to replace its original Aylesbury plant. The site includes a 2,000 square foot clean room as part of its contract packing facilities. The move follows the opening of the new factory in Bradford.

AssiDomän Medway - formerly Medway Packaging - of Aylesford, Kent (01822 717855) has become part of the international AssiDomän group and not, as reported in an earlier issue, part of AssiDomän Packaging.

Elf Atochem UK (0635 870000) has officially opened its Stalybridge, Cheshire, ps compounding plant after extensions and refurbishment. The ceremony was performed by Tom Pendry MP.



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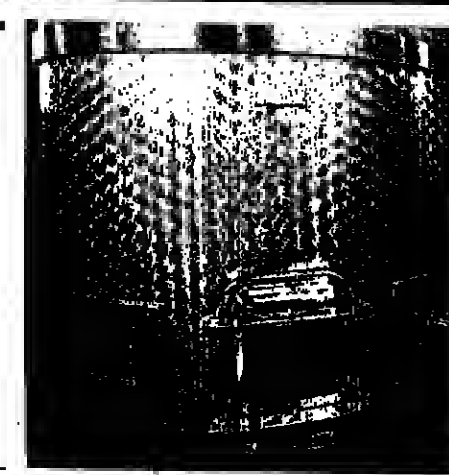
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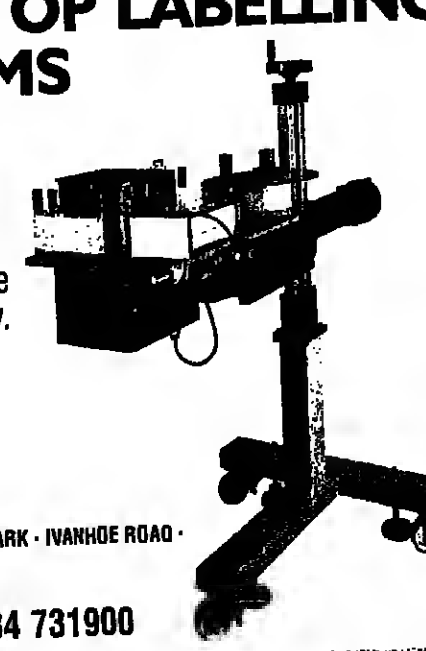
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PLASTICS TAKE CENTRE STAGE

Flared trousers were not the only thing to dominate the early 1970s. Plastics were making more and more inroads into markets once characterised by traditional materials.

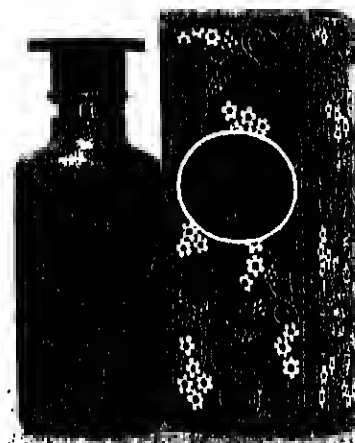


EMBOSSED WAS SEEN IN THE EARLY 70S ON MORE AND MORE PLASTICS BOTTLES

The front page of January 1970 saw the results of an Association of British Pharmaceutical Industry survey predicting that plastics would make heavy inroads into the markets currently held by glass for packaging pharmaceutical products. Pharmaceutical manufacturing companies considered that there would be an increase in the use of plastics for all types of inner containers currently used for their products. The survey also indicated an increased usage of single dose forms of pharmaceutical products, especially for tablets and capsules, complemented by a trend towards the use of both foil and plastics in strip packs and blister packs.

In the dairy sector, an interesting plastics development was launched in Holland. PN billed the installation of a line for the form, fill seal packaging of milk in thermoformed rigid plastics containers as a world first. The machine makers said at the time that the plastics half pint container could be produced at around the same cost as a waxed paperboard pack of a similar capacity.

The march of plastics was also seen in the meat sector in 1970. Transparent trays for meat products were being produced in the UK by Plastona which, PN forecasted, "would bring about a complete revolution in retail packaging of meats in this country." Retailing of yoghurt was also changing, with Chambourey Dairy Products



AQUA MANDAR: AN EXAMPLE OF EARLY 70S 'BACK TO NATURE' MIDDLE RANGE TOILETRIES



BLUE BAND MARGARINE WAS LAUNCHED ONTO THE MARKET IN THE EARLY 70S

Ltd switching from aluminium foil and paper-board laminate pots to plastics ones for its range of ten pure fruit yoghurts.

If we thought that plastics milk containers were a product of the 1990s, think again. Back in the 70s, a plastics bottle blowmoulding, filling and sealing line was being installed at Lord Rayleigh Dairies in Essex.

Along with all this plastics substitution, the environmental theme was beginning to be seen in the pages of PN, as 1970 was the year of conservation. Under a banner headline of

'Conserve, utilise or destroy?', PN asked: Is it practicable to recover and recycle more waste packaging materials to slow down the rate at which the world's natural resources are being depleted or should more research be done on ways of making packages disintegrate quickly after they have served their purpose?

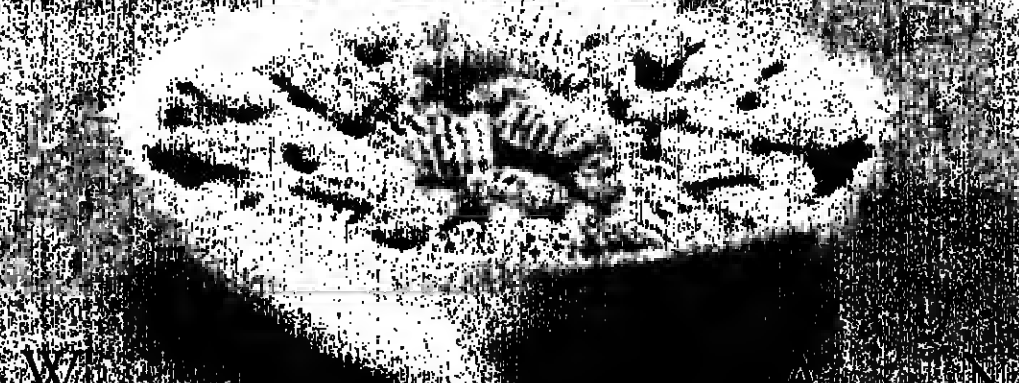
This thorny issue is, of course, still rumbling on today, but Raymond Silk, PN publication manager at the time, felt that packaging materials were among the most truly wasted items of all the materials the earth provides to mankind.



MEADOWSON FRAGRANCE WAS SAID TO DERIVE FROM "THE SCENT OF A MEADOW AT HAYMAKING TIME"

PACKAGING PICTURES KINDLY LOANED FROM THE ROBERT OPIE COLLECTION AT THE MUSEUM OF ADVERTISING AND PACKAGING, GLOUCESTER - TEL: 0452 302309

IF YOU CAN STACK IT



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You insisted on flexibility from your palletwrap. Extra light loads such as breakfast cereal, extra heavy loads and extra difficult loads. Borden's Resinex range wraps them all - extra quick, extra strong and with extra yield.

Perhaps we should have told you about the Resinex range sooner. Perhaps you already know. But if palletwrapping problems are spoiling your breakfast, call us on 0703 732131 or complete and return the coupon below for further details.



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North Baddesley
Southampton
SO5 9ZB

Please send me details of the Borden Resinex range of films.

Name _____

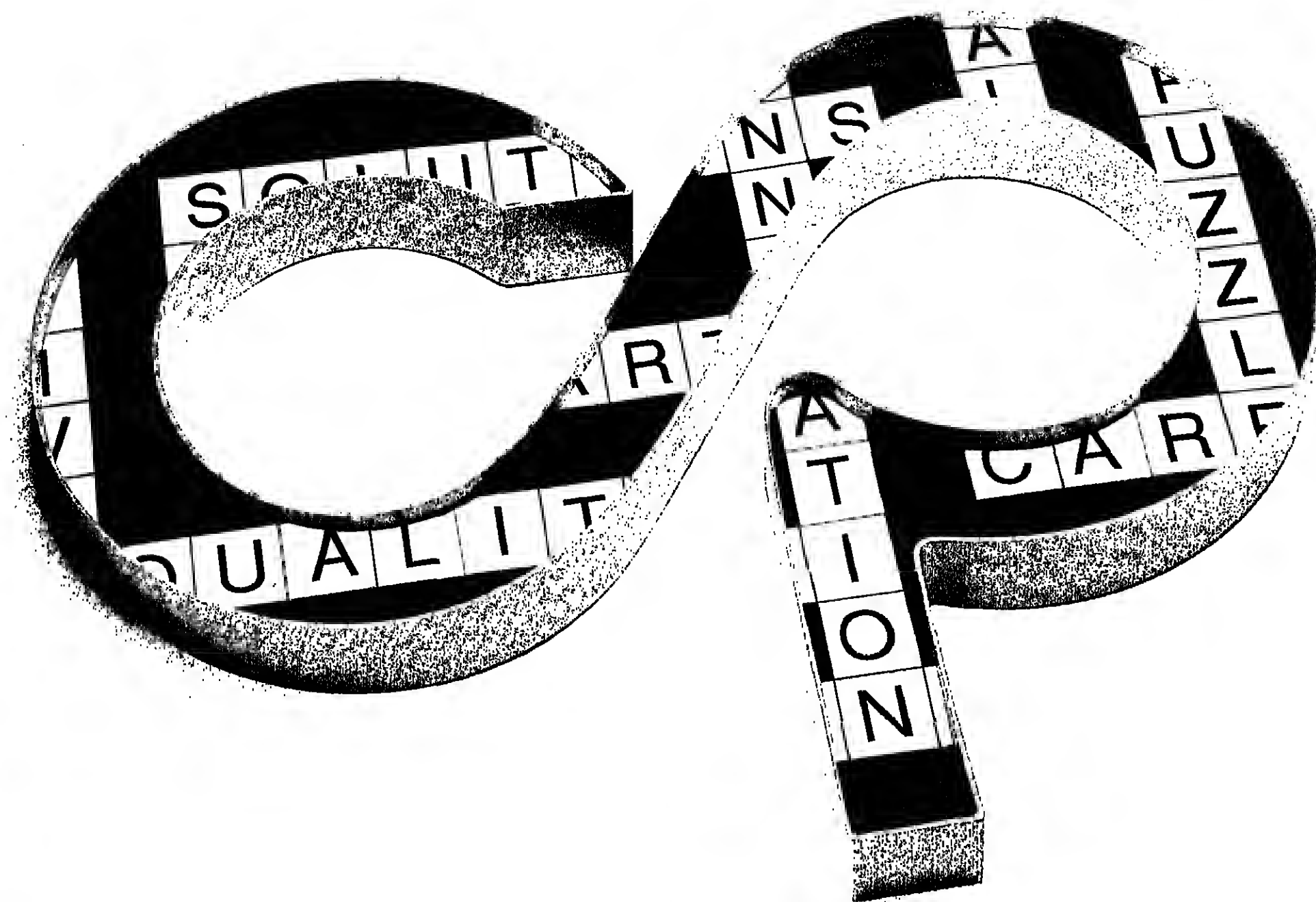
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Address _____

Telephone _____

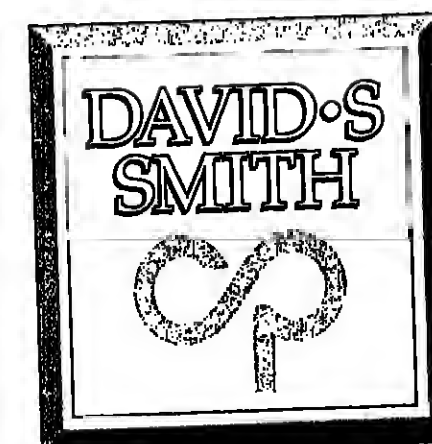
Code: PN1194

PACKAGING NEWS/NOVEMBER 1994



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PACKAGING

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Telephone: 0344 59911
Fax: 0344 420847

Trinity Display
London Road Biggleswade
Bedfordshire SG18 8PS
Telephone: 0767 316446
Fax: 0767 318201

Call on 0839 772288 or enquiry number K11 475

31-4 October/November
International packaging machinery, equipment, materials and printing trade fair
Mira, Beirut, Marjeha Marjeha
Project Mira 2200, Beirut - tel: 7 017 2 0094

1 November
The Label Revolution
One-day seminar, Melton Mowbray, The
Institute of Packaging - 0664 500055

1-3 November
Scan-Tech
Automatic identification exhibition,
Chicago, AIA USA, 631 Alpha Drive,
Pittsburgh, PA 15238, USA - tel: 1 412
563 8588

3-6 November
IEEP
International exhibition for food
processors, Los Angeles, Food
Processing Machinery and Supplies
Association, 200 Newpark Blvd.,
Alhambra, CA 91801, USA - tel: 1
714 934 1000

9-10 November
Northern Packaging Plus
Exhibition, 100 Old Trafford,
Manchester, AES Events, 31 Brighton
Road, South Croydon, Surrey CR2 6EB -
tel: 081-681 6069, fax: 5511

9-16 November
Logistics '94
International trade show on materials,
flow control, Utrecht, Royal Dutch/Shell,
PO Box 8500, 3503 RH Utrecht-Holland -
tel: +30 955 911, or Overseas Trade
Show Agencies - tel: 071-496 1551

11-15 November
China Plus
International exhibition on the plastics
and rubber industries, Beijing, China
Adelaide Exhibition Services, 21/FL Tung
Wai Commercial Building, 109-111
Gloucester Road, Wanchai, Hong Kong -
tel: 852-511 0511

13-17 November
Pack Expo
International packaging exhibition with
conference, Chicago, PAMI, 1343 L
Street NW, 20005 Washington DC, US -
tel: 1 202 347 3838

14-16 November
Salon de l'Emballage
International packaging exhibition, Paris
Nord Exhibition Centre, Paris SEPIC, 17
Rue Ouzes, F-75002 Paris, France - tel:
33 1 4039 1529 or Promotions - tel:
071-221 3660

15-17 November
Scandtech Expo Europe 94
Exhibition of foodstuffs, packaging
equipment, packaging materials, etc.
Exhibition, Advanced Packaging, Park
West, Sealand Road, Chester CH1 4RT -
tel: 0444 378888, fax: 0444 376311

15-16 November
Die and Mould Asia
Asian International die and mould
exhibition, Singapore, Singapore
Exhibition Services, 11 Malay Street,
15-09 Gallery Building, Singapore - tel:
05 338 4747

16-17 November
Rasine & Pigments 94
Exhibition for the coatings industry,
Copenhagen, Denmark, Jans Maat
Ole, FMJ International Publications Ltd
Dunrobin House, 2 Quinceyway
Redhill, Surrey RH1 1US - tel: 07 746
74611, fax: 746115

16-17 November
Future-Pak '94
International seminar conference on
packaging innovations, Chicago, Illinois
George O. Colquhoun Associates Inc. -
tel: (414) 734 0206, fax: (414) 812 0594

21-22 November
**3rd European congress on
packaging and the environment**
Brussels Exhibition Centre, IBGE,
Guldendijk, 100-8 1200 Brussels,
Belgium, tel: 32 (0)2775 75, fax: 32
(0)2775 75 11

21-22 November
Principles of packaging
Course, Leatherhead Pira International -
0372 376161, fax: 377526

22-24 November
Manufacturing Week 64
Exhibition including the Rapid
Prototyping and Tooling Exhibition,
NEC, Birmingham, Liz Scriven,
Showcase Communications, 36 Earls
Court Square, London SW5 9DD - tel:
071-381 2442

23 November
White goods - design for ironell
Conference, Melton Mowbray, Pamela
Cred, conference manager - 0664
500055

29-25 November
Interphex
International pharmaceutical, toiletry and
perfumery exhibition, Olympia, Reed
Exhibitions - tel: 081-948 9840

26-1 November/December
Upakavita 94

DIARY

International packaging machinery and
materials exhibition, USA, Pacific
Exhibition, Pacific Expo, 15 219 USA
Exhibition, Pacific Expo, 15 219 USA
Exhibition, Pacific Expo, 15 219 USA

29-30 November
The National Recycling Forum
Children's and Youth, 100-8 1200
George O. Colquhoun Associates Inc. -
tel: (414) 734 0206, fax: (414) 812 0594

29-3 November/December
Packaging and Food Processing
International packaging and food
processing machinery and materials
exhibition, Jakarta, Indonesia
Karnawati Rini Atad, Bina Bumi
Duta Plaza Unit 202, Jl. Imam Bonjol
61, 10310 Jakarta, Indonesia - tel: 02 21
125550

29-3 November/December
**Mould and Die/Plastic and
Rubber**
Exhibition, Jakarta, Indonesia Overseas
Exhibition Services, 11 Manchester
Square, London W1 - tel: 071-496 1951

2 December
**Competition Law and the
Environment**
Conference, The Royal Society of Arts,
London, Cameron May Ltd, 69-71
Bondway, London SW8 1SO - 071-582
7567

5 December
**Chemicals Hazard Information and
Packaging (CHIP) regulations**
Workshop at the annual Institution of
Occupational Safety (IOSH) conference
and exhibition, Hotel Maestri,
Harrogate, Deborah Fisher/Ann
Goodwin, IOSH, The Grange, Highfield
Orme, Wigan, Lancashire LE18 1NN -
tel: 0533 571399, fax: 0533 571451

9 December
**Design for packaging - the
communication challenge**
Seminar, Leatherhead, Pira International
Services, 11 Manchester Square,
London W1M 5AB - tel: 071-486 1951

9-10 December
Styrenes '94
Conference on resins, Swissotel, Zurich,
Switzerland Maack Business Services,
Mossacherstrasse 14, 8804 Au/Neer
Zurich, Switzerland - tel: 010 41 1 781
30 40, fax: 781 15 69

14-16 February
Plast & Pack
Plastics and packaging technology fair,
Istanbul, Turkey Fairs and Exhibitions
Upekaevita 94

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16-19 February
ProPak Thailand 95
Packaging and food processing
technology exhibition and conference,
Bangkok, Thailand, Andy Montgomery
Ltd, 11 Manchester Square, London W1
- tel: 071-486 1951, fax: 071-486 8773

16-19 February
Agrotech
Exhibition of agricultural technology,
food processing and packaging
machinery, Bangkok, Thailand, Thailand
Exhibitions & Management - tel: 66 2
275 5313

21-25 February
Packitac
Trade fair for packing and packaging
technologies and processes, Milan, Italy,
Conitexpo, Via Canova 39, I-20154
Milano, Italy - tel: 39 2 331 9811

21-25 February
Pakistan/Feedpro
Exhibition, Johannesburg, South Africa,
Overseas Trade Show Agencies Ltd, 11
Manchester Square, London W1M 5AB -
tel: 071-486 1951

29-3 February/March
IBSE
International handling and storage
exhibition, NEC, Birmingham OMG
Trinity, Times House, Station Approach,
Rusholme, Middlesbrough - tel: 0895 677677

1-4 March
Leipzig Packaging Fair
Trade fair, Germany, Dr Mike Ollion,
Inlech Overseas Fairs Ltd, PO Box 142,
Rochester, Kent ME3 7NR - tel: 0474

2-5 February
ProPak Turkey/Plastics Turkey
Packaging/plastics and rubber
exhibition, Istanbul, Overseas Exhibition
Services, 11 Manchester Square,
London W1M 5AB - tel: 071-486 1951

9-10 February
HiPack
Packaging and packaging exhibition,
Barcelona, Fila de Barcelona, Avenida
Reina M. Cristina, s/n, 08004 Barcelona,
Spain - tel: 34 93 423 31 01

14-16 February
Stath International Web Office
conference and exhibition, Royal

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EMBALLAGE

A greater proportion of packs and materials than predicted will be shown at the 31st Salon de l'Emballage exhibition at Paris-Nord Villepinte from 14 to 19 November. Winners of the part Emballage International design competition will display prototypes as a focal part of this show which will fill 75,000sq m of stand space. Here we look at the French market, and preview just some of the exhibits.



14-19 NOV. 94
PARIS-NORD
VILLEPINTÉ

Materials will play a major part, as always, in the Salon de l'Emballage this year, with some of the most interesting innovations coming from the glass packaging sector.

Lightweighting for the French market has produced the Hyper bottle, which has a 75cl capacity with a weight of just 285g, some 25 per cent less than existing bottles of this size. The bottle is intended for standard and medium range wines.

Packs for the fragrance market have included a composite plastics/glass pack with different coloured plastics sections latching round a central glass bottle. There has also

been experimentation with simply-structured but highly decorated plastics packs for the luxury sector.

France has also played a leading role in seeking Europe-wide solutions to the problems of packaging waste. The Pack EE (Packaging and the Environment in Europe) project - part of the Eureka programme - involves research and development among 15 partner companies around Europe, with Pechiney taking the lead.

Though less renowned for its machinery, the French industry is establishing a name for itself in specific niche areas. Compact design, or the use of systems such as robotics which can combine different functions, are particular strengths of the industry, with French manufacturer/packers often being among the keenest to experiment with compact and modular lines.

For information, contact organiser in the UK Promotions (The Colonnades, 82 Bishops Bridge Road, London W2 6BB - tel: 071-221 3660, fax: 071-792 3525).

For further information call 0838 772268



Sleeve International's Bilalave system for promotional packs

Automatic reel-fed sleeve system cuts costs

An Etsleeve line, including the EtsShrink unit, will be shown for the first time by Sleeve International, along with extensions to its sleeve range - including the Bilsleeve - and a cross section of retail applications.

Etsleeve, the automatic reel-fed system, is designed to make the technology as easy to use and flexible as labelling, while also bringing the costs down when compared with

other sleeving systems. Pet and ps grades of shrink film introduced to answer new needs such as sleeves for complex container shapes, with different surface finishes, for tamper-evident applications or for protecting glass containers will be demonstrated.

Among the higher profile packs contributed to by Sleeve (5 Av. Arago, BP 27, 91421 Morangis Cedex, France - tel: 010 33 1 69096678, fax: 64489981) are the Perrier 90th anniversary bottles, seen in the UK, Sonic designs for HP Foods' bottles and a Hologram sleeve produced for Elseve de L'Oreal in Spain.

Stand: J60
For further information call 0838 772268

Closure Innovation



Shelf Appeal and Tamper Evidence Plastic and Metal

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At last a truly reclosable, easily peelable lid.

What do you get when you combine the excellent hot-tack property of DuPont SURLYN* ionomer resin film to provide a fast and airtight seal through contamination...

the guaranteed high adhesion of DuPont BYNEL* resin ... and the DuPont FRESHCLOSE* patented mechanical reclosable bonding system and the Tetra-Leval packaging technology? An easy-open barrier package lidding system that is truly reclosable!

It means that you can

provide one of the most asked-for consumer needs - the ability to open and then easily reseal a package.

Think for a moment about the competitive edge this innovation can give your products in the store ... and then call 0442-21 85 41 or fax 0442-24 94 63 for the details.



SURLYN/BYNEL. Another packaging innovation from DuPont.

Packaging & Industrial Polymers

Call on 0838 772268 or enquiry number K11-445

Blowmoulding square bottles

A fast output per blowmoulding machine with quick parts changeover will be presented by French group Sidel and shown producing square-profile bottles for mineral waters.

The SBT 6/10, a bi-orientation blowmoulding machine fitted with six moulds and a touch sensitive screen, will be shown for the first time producing square 1.5 litre bottles at speeds of up to 1200 an hour per mould.

Production changeover times can be halved with the quick parts change system. As an example, Sidel cites a reduction from

two and a quarter hours to one hour for two technicians to change bottle capacities without changing necks.

Overall, the productivity of all its blow-

den Works, Lambourn Woodlands, Newbury, Berks - tel: 0488 72525, fax: 72302).

Sidel Packaging will show its RSG 60/8 filling machine for carbonated drinks. With 60 filling valves and 8 heads, this is the fastest filling machine for this sort of product currently manufactured by Sidel. It will fill 14,000 1.5 litre bottles of mineral water an hour.

On the tube filling side, Kalix will show an automatic machine running at up to 60 cycles a minute. Hot air sealing is used, with format changes taking just five minutes. Cartoning machines will also be shown.

Production changeover times can be halved with the quick parts change system. As an example, Sidel cites a reduction from

machines has increased by 20 per cent, says the company (UK agent: Linco Ltd, Lowest-

Lugs protect tamper evident rings

A system which protects tamper evident rings with internal lugs, so allowing safe handling on automatic capping equipment and low torque unscrewing, will be shown by Belgian company Resibel.

Cap manufacturer and induction sealing specialist

Resibel will be showing the snap ring as well as ratchet versions of its 63mm ASTM caps, already being used by manufacturers. The range has now been added to with 38 and 40mm versions.

Also shown will be the Flapper, a dispensing solution

for dry products from the US Westchem Corporation, distributed exclusively in Europe by Resibel (Schroevenlaan 15, 2660 Hoboken, Belgium - tel: 010 32 3 8304000, fax: 8304849).

Stand: G100

Attaching handles to multipacks

A unit for attaching carry handles to multipacks will be shown by French company Cefma, with strong adhesion to plastics or fibre.

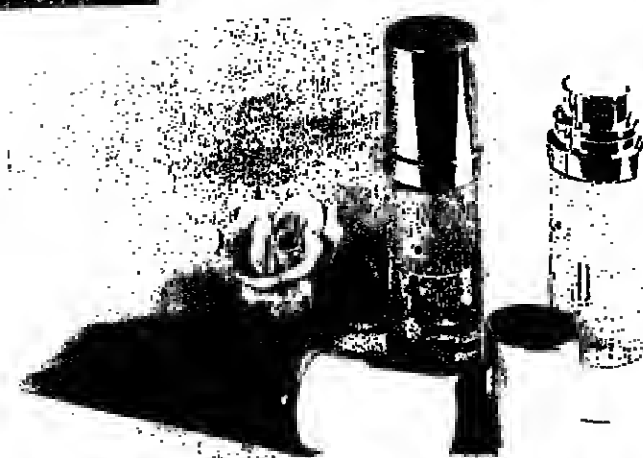
Usable with products as diverse as water, milk, fruit juice, cans, washing powder and yoghurts, the 501P will fit handles with a carrying strength of 20 kilos. They can be fixed to the top or side of the multipack.

Up to 90 handles a minute per lane can be attached using the rotary blade system, and the unit as a whole is very compact at 1000mm x 1000mm, says the manufacturer (7 Rue George Méliès, 69680 Chassieu, France - tel: 010 33 78901369, fax: 78901596).

Tape and labels are dispensed from the main chassis of the machine where the electric and control unit are housed. Batches of two, three, four or six cartons can be handled, as can bottles of between 50cl and 2 litres.

The French company is currently looking for an agent for UK representation.

Stand: 581



Wiko will be showing a dispensing system for creams and sprays

A dispenser of few components

A dispensing system for cream and spray applications with a minimal number of components will be shown for the first time by German company Wiko Josef Wiselherath GmbH, exhibiting with its French partner Europlasex.

An elastomer replaces a

metal spring in the CD System, which joins the closure and dispenser in a single unit. Working on a vacuum principle, the CD will dispense measured doses of creams or lotions and can be used on miniature sprays.

Wiko is represented in the UK by Englass Dispensing and Packaging Systems (Scudamore Road, Leicester LE3 1UG - tel: 0533 871371, fax: 312077).

Stand: F38

For further information K11 Call for details 0839 772288

BRUEFS

A WRAPAROUND peeler and bottle separator insertion system will be shown by Kistars (tel: 0627 595785, fax: 565727). The 300/70 wraparound has an output of 70 packs a minute.

Stand: 5A110

A SHRINKWRAPPER in its TH50 series, just sold to Eden Valley for mineral water bottles, will be demonstrated by Duma (tel: 0635 288171, fax: 287938) along with examples of robot palletising. Stand: 5C20

Hotmelt savings

Energy savings and reduced maintenance for users of hand held hotmelt are among the benefits of a lower temperature system to be launched by Power Adhesives.

The Tee Lowmelt programme includes applicators and adhesives, using technology never before made available to the packaging industry. Other advantages include low odour and clean running.

Applicators have outputs of between 500g and 3kg an hour, adapted for use with the Tee-Bond LM44 adhesive. This has an application temperature of 120deg C, some 80deg less than existing packaging adhesives. According to Power, tests with different

Barrier benefits

Among applications of its Bares resins to be featured by BP Chemicals will be bottles for Rose Cardin perfumed products, showing the material's high barrier.

According to David Lainebury, Bares European business manager, for products such as Rose Cardin's deodorant and body lotion, Bares gives the benefits of elemental resistance to fragrance, while also offering an attractive high gloss. The material is compati-

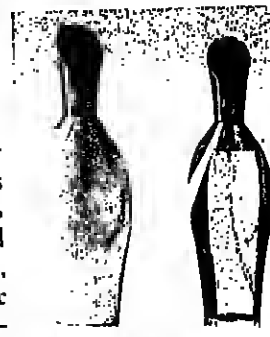
ble with the majority of essential oils products.

BP will be stressing the versatility of the resin, as well as its good gas, odour and flavour barriers. It gives the highest barrier of any single layer material, says BP (Belgrave House, 7th Buckingham Palace Road, London SW1W 0SU - tel: 071-581 1388, fax: 071-581 6411), and can be converted as a mono- or multi-layer film or moulded.

Just developed by BP is an application of Bares, which is approved by the EU and FDA for direct food contact, for a sauce bottle.

Stand: F39

For further information K11 Call for details 0839 772288



Bottles in Bares resin

THE MOST VERSATILE "BABY" UNSCRAMBLER.



Backed by the experience of 1200 machines working worldwide. Only two moving parts: minimal maintenance - fast change over without tools. Speeds up to 200 B.P.M. depending on bottle size. Extremely small footprint - easy installation - one piece machine. Connect air & electrics & go - all this for far less than £20,000* ex works.

MASTER-10

POSIMAT S.A.

Ronda Santa Maria, 6-8 P.O. BOX, 108 08210 BARBERA DEL VALLES (BARCELONA) SPAIN
Telephone: (343) 729 11 18 Fax: (343) 718 88 56

In the UK, please contact:
Bob Lewis, Kingswood House, 12 Shute End, Wokingham, Berks RG11 1BJ
Telephone: 0734 732888 Fax: 0734 730565

*Price for machine fitted with selectors for one bottle size.

Call on 0839 772288 or enquiry number K11-470

Plastique

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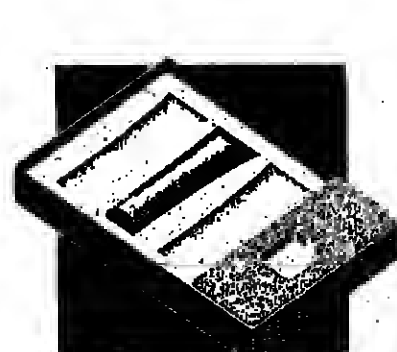
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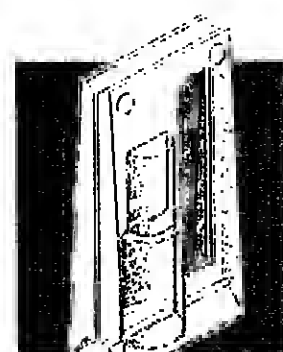
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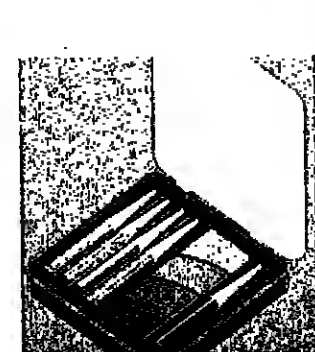
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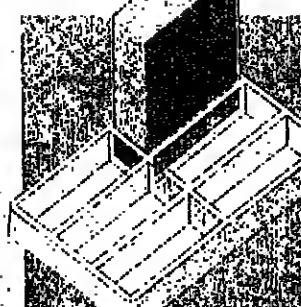
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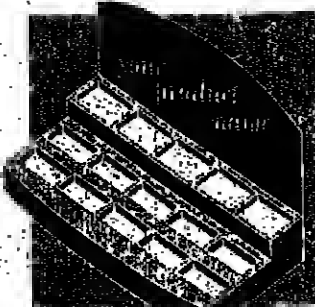
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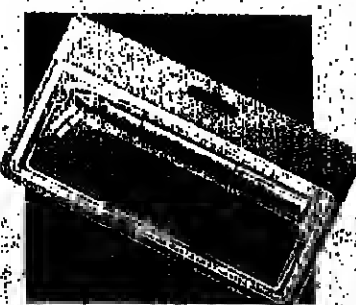
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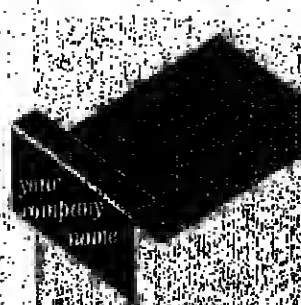
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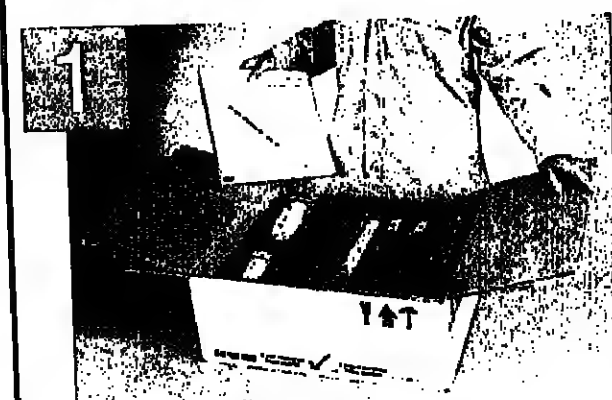
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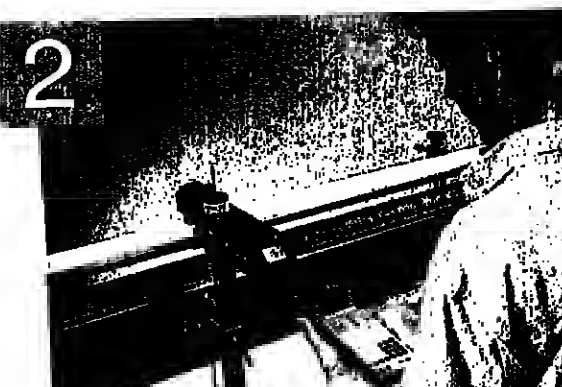
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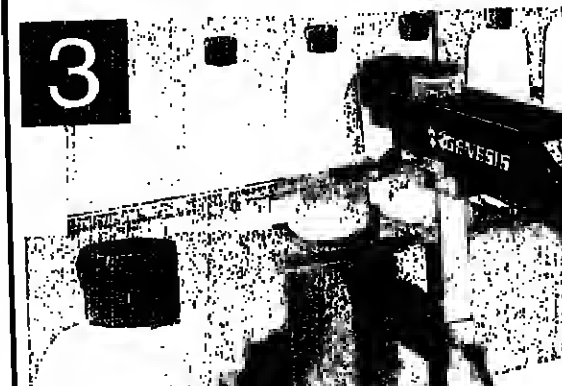
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Making a bigger profit from design

The 1994 Design Effectiveness Awards, presented on 27 September, included four packaging categories. The scheme, organised by the Design Business Association and judged by a panel of senior industrialists and business analysts, is unique in rewarding design work on the basis of commercial effectiveness.

Entries had to demonstrate beyond reasonable doubt that the design investment had resulted in tangible improvements in sales, productivity and customer attitude, thus contributing to profit rather than cost.

The branded food and drink category was won by Springett Associates' work for Friji, a new brand of fresh milk shakes launched by Dairy Crest in the run-up to its flotation. The company already had such a range, called American Classics, but this had very limited distribution and low consumer

awareness.

In March 1992 Springett was briefed to produce designs that would create a forceful new brand with a strong personality different from anything else on the market. The product's visual presence should be strong enough to sell it to retailers and then encourage

all ages but particularly the young. It should also reassure parents and adult purchasers by emphasising the product's semi-skimmed milk content.

The client's goals included gaining listings in one extra multiple at launch, and achieving a 19 per cent share of the grocery market, 44 per cent distribution and an £11 million turnover, all by 1995.

Dairy Crest agreed with Springett's idea that fun and wit should be the key to the new brand personality. A bold, irreverent Friesian cow motif was chosen. The designers developed a completely new flask-shaped bottle that felt substantial and chunky to hold, and applied the Friji identity in a shrinkwrapped sleeve so that the branding could cover the whole pack rather than just a central band or label.

Once launched, Friji not only took consumers away from competitors but also enlarged the total market. It became market leader, taking 14.7 per cent of the overall market in only seven months. Friji rapidly gained listings in all the major multiples, and by October 1993 had achieved 32 per cent of the grocery market and

sumers largely on appearance. The design should be powerful enough for a brand leader, and should appeal to consumers of



Friji: versatility of design allows variants



Winning own brand non-food was Somerfield Medicines: vibrant colours gave on-shelf impact

80 per cent distribution. The desired £11m turnover had been achieved by early 1994.

Friji sales hit their highest point in October 1993 when a limited edition Sponky drink, introduced for Halloween, sold out of every outlet.

The other branded food and drink award was carried off by the Boots baby food range, with a new identity created by Moberly's redesign for Bahlson's Selection assorted biscuits, which reversed the

product's decline and exceeded sales and profitability targets by 50 per cent in year one, and Springpoint's new identity for James White Apple Juice, which repositioned the drink and doubled its value sales in the first two years.

The own brand food and drink award was carried off by the Boots baby food range, with a new identity created by Moberly's redesign for Bahlson's Selection assorted biscuits, which reversed the

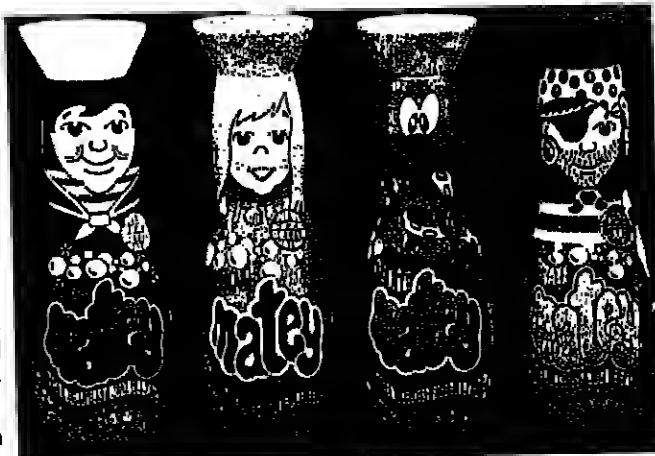
recession, Boots wanted to expand its market share through aggressive brand development based on a packaging redesign programme.

In 1990, Boots decided to relaunch its baby food range with a new identity, to establish it as a 'real' brand in its own right and dissociate it from any negative connotations that a retailer own label or own brand product might have. At the same time, Boots wished to

develop two premium sub-brands because competitor Cow & Gate's Olvarit brand had shown that consumers were still prepared to pay premium prices if the product offering and brand image justified them.

The design brief for the standard range was to project a healthy, nutritious and appetising image while including some lighter elements to reflect the nature of the consumer and the purchaser. A simple but effective colour coding system was needed to indicate the product's age suitability. The design had to reinforce the quality and health message.

The premium Mothers Recipe range, unique in that at least 50 per cent of its ingredients are organically produced, needed a graphic identity that incorporated the brand values established by Boots' presence in the healthcare market, supported Boots' positioning as a 'greener' retailer, and showed Boots as an innovator in the baby food market. The design had to differentiate this premium sub-brand clearly from the



Mothers: impact through branding, characters, colours and shape

main brand, and portray it as pure, wholesome, natural and tasty, while not undermining the standard range.

The other new premium range, Boots First Harvest, would be made from high quality ingredients, mostly grown using traditional farming methods. The design concept had to reflect this premium positioning and build on the strengths and successes of the standard and Mothers Recipe ranges, but be significantly different.

Newell and Sorrell's solution for the standard range focused on the ingredients to emphasise the nutritional benefits and product quality. The Boots logotype was used above the product name to suggest Boots values, and an information system was developed

to help purchasers locate the age suitability, ingredients and nutritional value quickly and easily.

The Mothers Recipe design followed similar principles, with the vegetables enlarged and placed in a pattern round the pack to give the impression that the jars were packed full of top quality ingredients.

The design team helped generate the name for the First Harvest range and used a strong blue panel and blue cap to identify it immediately as a Boots brand and to give it strong presence on shelf. Quality and food appeal comes from atmospheric photography of fine, freshly picked ingredients, and the same information and colour coding system aids selection.

Since the launch of the new identity in 1991, Boots' shares in all sectors of the baby food and drink market have increased dramatically, from 2 per cent to 10.8 per cent; sales have increased at least sixfold, and profits have risen substantially.

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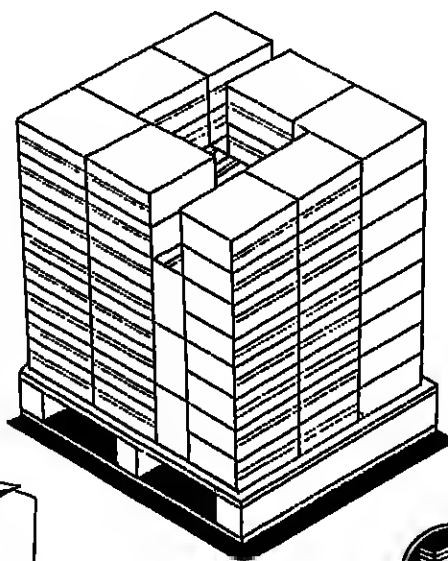
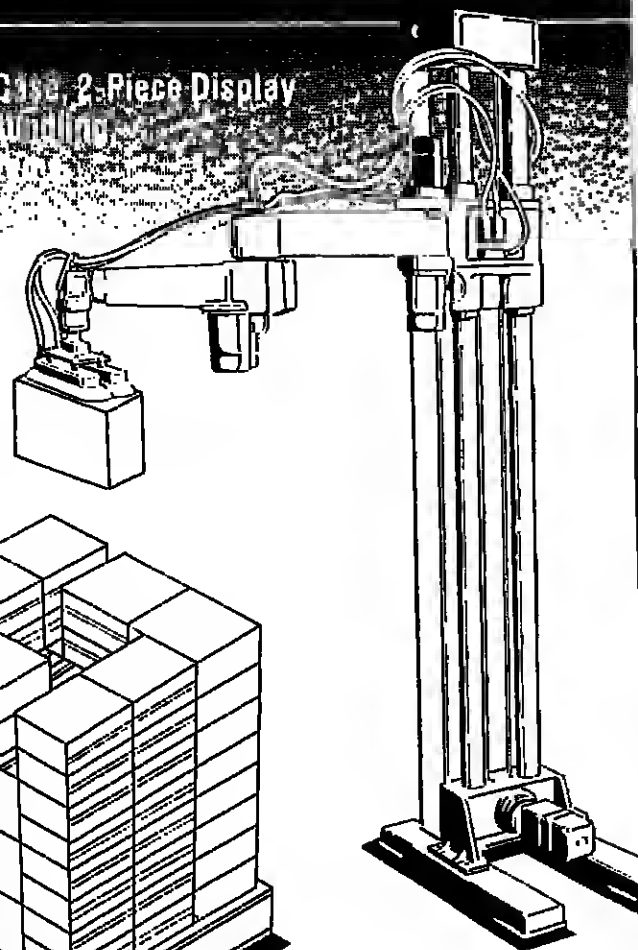


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William R Garwood

William R Garwood has become the new president Europe Near/Middle East and Africa of Eastman Chemical Company and will be based at the company's office in The Hague, The Netherlands. Mr Garwood has been with the company for over 30 years, most recently as president Tennessee Eastman division.

Dan Costello has been appointed director and general manager at Aylesford (Kent) branch of SCA Packaging, but will also continue his responsibility for the Histon plant. Paul Braine has moved from Scotland to become the regional sales director at the same branch, and replacing him as the regional sales director at SCA Packaging Scotland is Chris Campbell.

Paul Griffin has joined Ishida Europe Ltd as marketing director after four years with the Portals Group plc where most recently he was business development and marketing manager for one of the group's specialist divisions.

David Openshaw is the new managing director at Mouldings International, but will also continue his role of sales and marketing director at sister company Mailbox Mouldings.

PEOPLE

Harry G Weyrell, formerly vice president Europe for Swift Adhesives, has joined Beadco & Adams as director of corporate planning.

Shaun Lawson has been appointed deputy chairman (non executive) at Tinsley Robor plc.

Martin Tomlinson is now the technical manager of Inveresk's specialist uncoated paper manufacturer Caldwell's Mill. At the same time, Sara Hall has been appointed to the post of area sales manager at Inveresk's Carronvale Mill.

John Williams who has held senior buying and marketing positions within the UK retailing industry has been appointed senior consultant to packaging consultancy, Environpack Management.

John Fellows, managing director of HD Plastics Ltd, has been appointed to the board of the Packaging and Industrial Films Association Ltd (Pifa).

Emma Brocklebank has joined GEI Filling Capping & Labelling as marketing coordinator.

Mike Rowley, general manager of RPC Containers Oakham has retired after spending almost his entire career in the packaging industry, the last eight at RPC's Oakham operation. After time with John Waddington and Bowater, he joined Reed International in 1964 and has specialised in plastics packaging for the last twenty eight years.

Philip Hilton, previously general manager of RPC's

Ramsay site has taken over the role at Oakham, while group financial controller Murray Stone is the new general manager at Ramsay.



Philip Hilton

Dr John Benson is now the sales director of Infrared Engineering and is charged with spearheading an increased export drive into China and the Pacific Rim.

Brian Gilchrist is now sales and marketing director at Trimco Ltd, having previously been sales manager at the company. At the same time, Bruce Adair has joined the company as southern area sales manager from Boxwrap Special Machines.

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NEWS

31



Stretchfilm system: said to offer time savings over alternatives

Stretchfilm wraps 'through the eye'

Specially formulated coextruded stretchfilm is being supplied by Brithene Films Ltd for wrapping coils of aluminium up to two tonnes in weight.

Using equipment from Flo-Mech Packaging Machinery (41 Manary Road, Orton, Southgate, Peterborough, Cambs PE2 0UP - tel: 0733 238271, fax: 370256) which allows wrapping "through the eye" of the coil, the metal is completely sealed and protected for export by the manufacturer in Venezuela.

The stretchfilm system for wrapping metals such as steel and aluminium is gaining acceptance internationally.

Standard or vel grades of film to combat moisture are available from Brithene (PO Box 23, Bath Road, Bridgwater, Somerset TA6 3UA - tel: 0278 446242, fax: 452252).

The system is said to save time compared with alternative coil wrapping methods, with the film having a high elastic stretch memory and, multilayered, giving cushion protection against handling processes such as fork lift truck lifting.

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PACKAGING NEWS/NOVEMBER 1994

PACKAGING NEWS/NOVEMBER 1994

Decorative options jostle for shelf space

As toiletries compete for limited retail shelf space, we look at the growing options for decoration and impact and the way that child resistant closure manufacturers are responding to openability needs. Products to be launched at the Interphex show and a selection of pharmaceutical and machinery news follow

When a filler or retailer is dealing with a higher end toiletry product, decoration costs on the pack - whatever type that may be - are minimal when compared with the product cost, says Ron Metheringham, md of filling company Bodycare Toiletries Ltd.

At the same time, relatively complex and multi-colour decoration techniques have become more available, making greater impact possible even on lower margin products. For own brand products, any sort of additional costs can be a problem, even though they have to compete, says Bodycare, which develops and fills product for most of the major multiples and several brands.

The options available both for pack types and on pack decoration have increased, and with them the motivation for exploring these options: there

is far more competition for limited shelf space. New product categories are coming onto the market every year, with space devoted to men's grooming and specialist toiletries and cosmetics growing and own-brand lines expanding.

As with any other consumer product type, packs have to stand out on shelf, with big rewards for innovators across the pack and material types which can offer something to set product apart from competitors. Eye-catching features from straightforward bright colours and unusual pack shapes to gold blocking and high gloss are becoming the norm.

But shelf impact starts with the container, with both shape and finish contributing to appeal. A Superdrug range just released onto the market through Bodycare illustrates



Holograms supplied by Applied Holographics on shower gel labels printed by Jarvis Porter for Sara Lee

the increasing importance of pack appearance for a much broader range of products.

The retailer's Caribbean Shores bath products - available in five variants - have been packed in high gloss pet blown by Labplas UK. "The pet is an effective means of improving the look of the container on shelf under store lighting," confirms Mr Metheringham.

Since the summer launch, demand has been further

boosted by a special offer in Superdrug, says Labplas (tel: 0865 400315, fax: 400350). Jarvis Porter designed and printed the labels, with a pearlescent screwup lid completing the pack.

Products spearheading a new range require special attention. This was the case with Lavender Gel from Tisserand Aromatherapy, launched with a five colour self adhesive label. Printed



Pet bottles from Labplas, used for Superdrug bath products

rotary litho with varnish on gloss white film by Sparkprint Ltd (tel: 0609 780333, fax: 780423), the label combines halftone and monoint printing from the company's two Sanio PO2 printing presses.

One major growth area in

toiletries has been the use of clear labels. The 'no label look' gives packers and retailers the advantages of clear visibility of the product and a high gloss substrate for added appeal.

To achieve the best results, both label manufacturers and applicator equipment manufac-

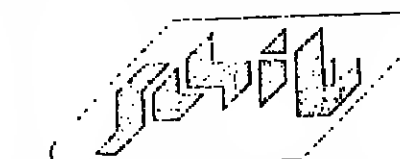
turers have worked hard to ensure that labels do not 'channel'. Farrow's FasRoll Mirage 300 laminate served just this purpose for Alberto Culver's Pure & Clear hair care product, says producer Farrow (tel: 01442 60211, fax: 24453). The clear product in transparent bottles had its labels converted by Multi-print Labels Ltd of Dublin on a Gal-lus R300. A single pass was sufficient to print both rotary letterpress



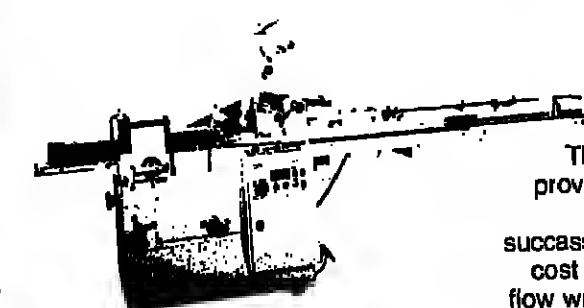
Sparkprint label for Tisserand Aromatherapy



Farrow's FasRoll Mirage 300 used for Alberto Culver's Pure & Clear



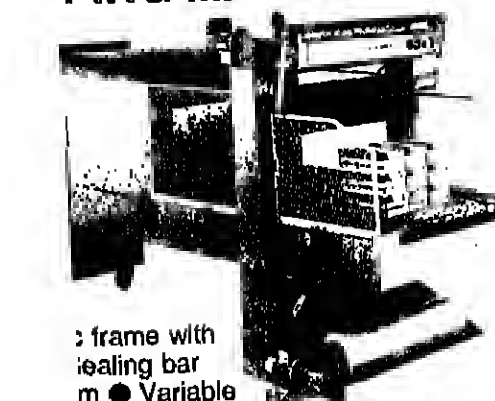
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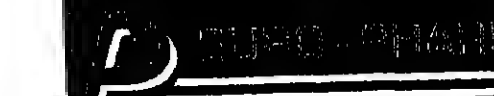
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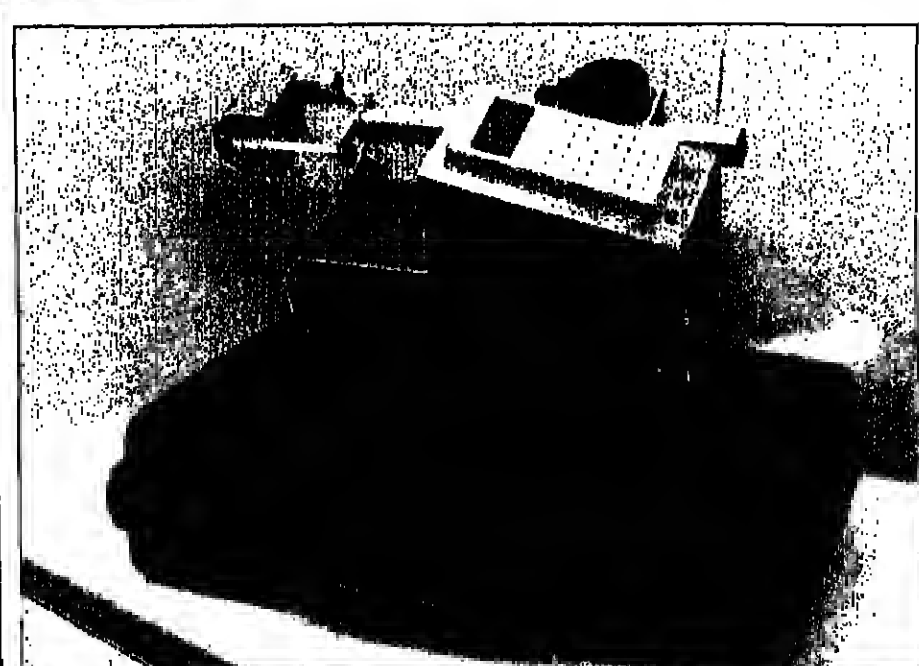
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Decorative options jostle for shelf space

As toiletries compete for limited retail shelf space, we look at the growing options for decoration and impact and the way that child resistant closure manufacturers are responding to openability needs. Products to be launched at the Interphex show and a selection of pharmaceutical and machinery news follow

When a filler or retailer is dealing with a higher end toiletry product, decoration costs on the pack - whatever type that may be - are minimal when compared with the product cost, says Ron Meheringham, md of filling company Body-care Toiletries Ltd.

At the same time, relatively complex and multi-colour decoration techniques have become more available, making greater impact possible even on lower margin products. For own brand products, any sort of additional costs can be a problem, even though they have to compete, says Body-care, which develops and fills product for most of the major multiples and several brands.

The options available both for pack types and on pack decoration have increased, and with them the motivation for exploring these options: there

is far more competition for limited shelf space. New product categories are coming onto the market every year, with space devoted to men's grooming and specialist toiletries and cosmetics growing and own-brand lines expanding.

As with any other consumer product type, packs have to stand out on shelf, with big rewards for innovators across the pack and material types which can offer something to set product apart from competitors. Eye-catching features from straightforward bright colours and unusual pack shapes to gold blocking and high gloss are becoming the norm.

But shelf impact starts with the container, with both shape and finish contributing to appeal. A Superdrug range just released onto the market through Bodycare illustrates



Holograms supplied by Applied Holographics on shower gel labels printed by Jarvis Porter for Sara Lee

the increasing importance of pack appearance for a much broader range of products.

The retailer's Caribbean Shores bath products - available in five variants - have been packed in high gloss pet blown by Lalplas UK. "The pet is an effective means of improving the look of the container on shelf under store lighting," confirms Mr Meheringham.

Since the summer launch, demand has been further

boosted by a special offer in Superdrug, says Lalplas (tel: 0865 400315, fax: 400350). Jarvis Porter designed and printed the labels, with a pearlescent screwtop lid completing the pack.

Products spearheading a new range require special attention. This was the case with Lavender Gel from Tisserand Aromatherapy, launched with a five colour self adhesive label. Printed



Pet bottles from Lalplas, used for Superdrug bath products

rotary litho with varnish on gloss white film by Sparkprint Ltd (tel: 0609 780333, fax: 780423), the label combines halftone and monotint printing from the company's two Sanjo PO2 printing presses.

One major growth area in

toiletries has been the use of clear labels. The 'no label look' gives packers and retailers the advantages of clear visibility of the product and a high gloss substrate for added appeal.

To achieve the best results, both label manufacturers and applicator equipment manufac-

turers have worked hard to ensure that labels do not 'channel'. Fasson's FasRoll Mirage 300 laminate served just this purpose for Alberto Culver's Pure & Clear hair care product, says producer Fasson (tel: 01442 60211, fax: 24453).

The clear product in transparent pe bottles had its labels converted by Multi-print Labels Ltd of Dublin on a Galus R300. A single pass was sufficient to print both

rotary letterpress in four colour halftone and three colour screen for the brand name and text in three colours screen. Another product, FasClear, is a matt clear film designed for giving a 'no label' look to opaque and pearlescent containers.

But the same issues apply not only to bottles but also pack types as diverse as stand-up tubes and individual sachets. "Extremely high gloss, with overvarnish if required for protection, has become increasingly essential in laminating papers when sachets are displayed in trays," explains Richard Moyle, sales and marketing director at Sappi Europe.

Sappi has developed its Unicoate range of papers, with Unicoate Supreme double Made coated for high surface smoothness and super calendared for extra gloss. One key advantage when the paper is laminated with foil is its high opacity, says Sappi (tel: 01865 516011, fax: 516520).

Special decorative effects such as foil blocking and increasingly holograms are becoming real options for volume toiletries products. A ver-

TOILETRIES AND COSMETICS



Sparkprint label for Tisserand Aromatherapy



Fasson's FasRoll Mirage 300 used for Alberto Culver's Pure & Clear

sion of Matey shower gel launched by Sara Lee, with Sonic the Hedgehog branding aimed at children, uses a dot matrix base of holographic images from Applied Holographics (tel: 091-417 5434, fax: 091-4163292).

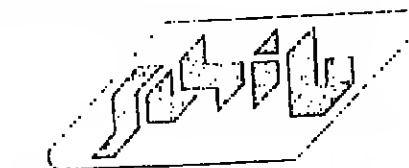
The hologram embossed film is supplied to Jarvis Porter

(tel: 0532 773460, fax: 717951) for printing in one colour silk screen and five colour letterpress. The labels are film overlaminated for moisture resistance.

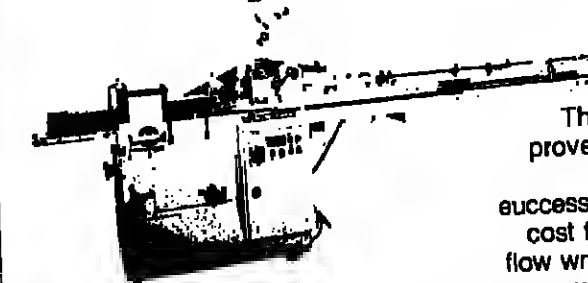
Labels for Radox Herbal Bath products, also by JP, use clear film six colour printed silkscreen and letterpress.

Tubes have also become a

huge market, with fine opportunities for labelless, cartonless high impact decoration. Norden (tel: 0462 895245, fax: 895683) has responded to demand for striking design in stand-up tubes, in particular in the toiletries and personal care categories, with its Design-A-Seal technique.



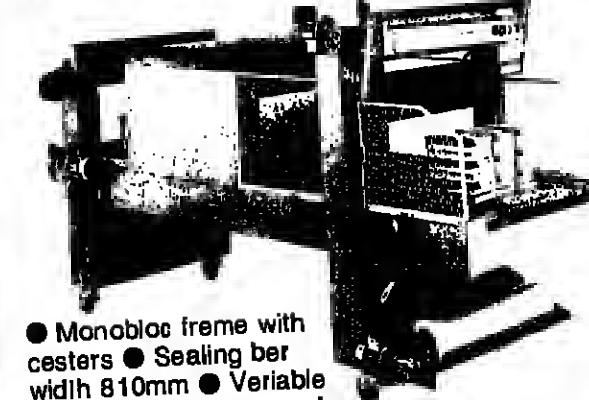
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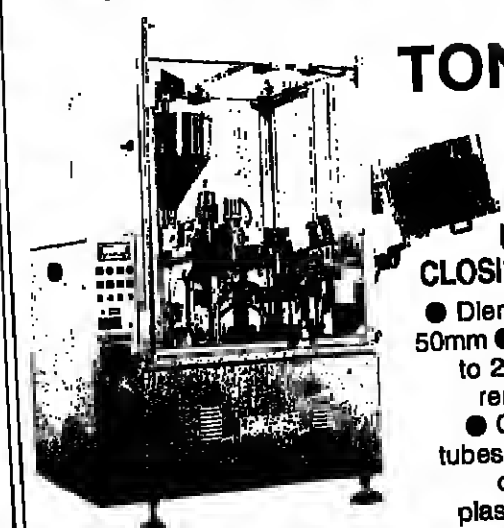
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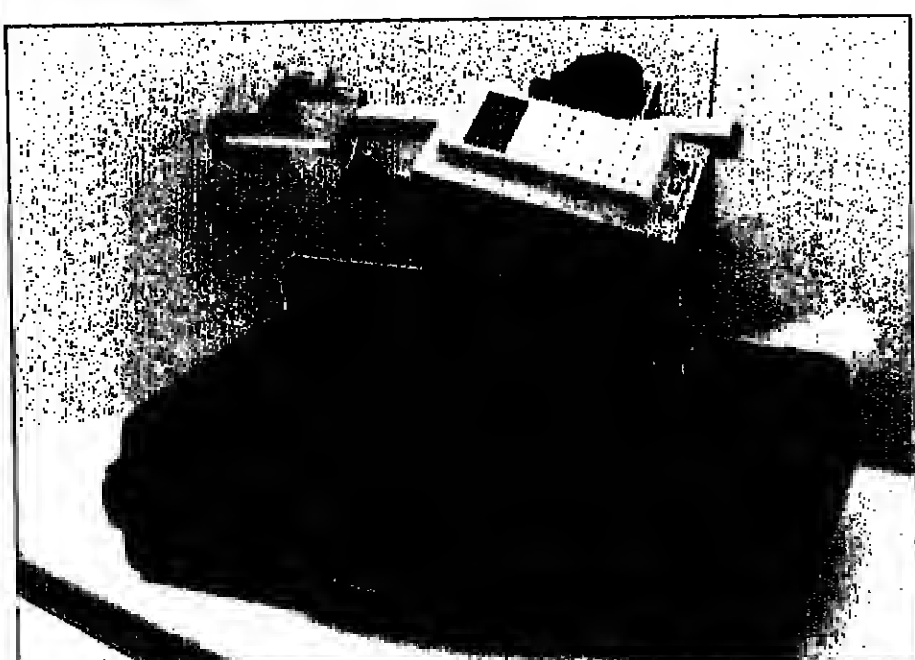
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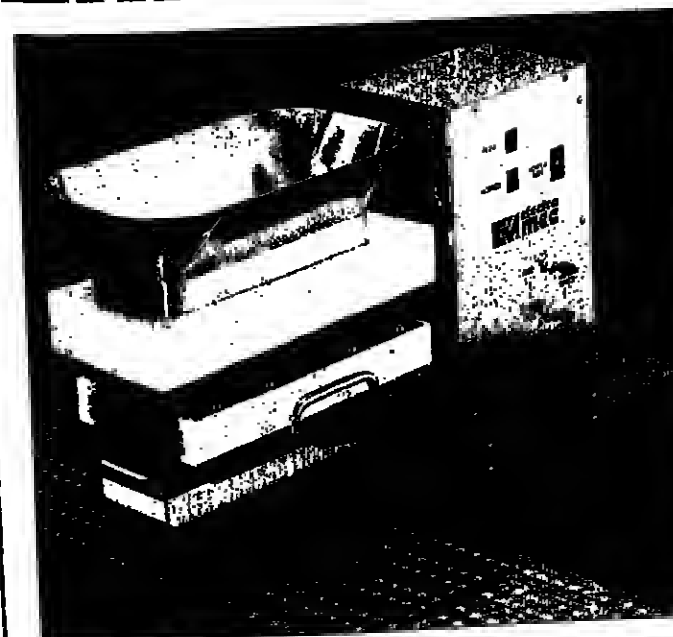
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An open or closed case?

With some 15 million people aged over 55 in the UK, there has never been a greater need for easy-open closures. Manufacturers are developing systems to meet this need, as well as the growing demand for child resistant packaging.

Last month, United Closures & Plastics received the first Owl Mark for its new PP28 Clic-Loc tamper evident, child resistant closure. The Owl Mark confirms that the product is suitable for use by older people. It is awarded by the Centre for Applied Gerontology at the University of Birmingham, which aims to alert designers, manufacturers and service providers to the different needs of the elderly.

The PP28, currently being

tested by a major pharmaceutical company, is 45 per cent deeper than the standard size, to give a better grip, and combines existing Clic-Loc III technology with the established Vis-top tamper evident band from sister CarnaudMetalbox company Astra Plastique.

Dr Tasman Navak, research director at the Centre for Applied Gerontology, says that closure's diameter, push

and turning action and grip all won it the endorsement. It has double the number of interlocking points for faster

engagement so that it does not have to be done up so tightly and can be opened by turning it 90deg rather than 180deg.



The Easy-Open Beeson bottle with Tylenol Fasicap used for Tylenol/Motrin



The SafeTE closure from Jaycare Ltd, working with Wellcome

Applied Gerontology considers the needs of a broad spectrum of people between 55 and 82. Most older people tend not to have one severe disability but many minor ones. The chosen Thousand Elders live in their own homes and belong to various socio-economic backgrounds. Some 102 were chosen for the Owl Mark closure endorsement.

According to Andrew Lea, sales and marketing director at UCP (Salhouse Road, Norwich NR7 9AL - tel: 0603 423131, fax: 407942), PP28 Clic-Loc will be launched before January 1995. (The Royal Pharmaceutical Society recommends its member pharmacists to provide care on all oral liquid medicines dispensed from this date, although no legal requirement will come into force until January 1996.)

The deeper castellations of the inner and outer Clic-Loc components have been designed to resist product ingress and to cope with 'sticky' liquid preparations. But the first 'sticky' brand to appear on the shelves is in the SafeTE closure launched in September by Jaycare (14

Alder Road, West Chirton North Industrial Estate, North Shields, Tyne & Wear NE29 8SD - tel: 091 296 0303, fax: 091 296 1842).

Working over the last four years with the ethical pharmaceutical manufacturer Wellcome, both on sticky liquid preparations and on improving the aesthetics of its closures, Jaycare has incorporated a secondary drive mechanism within the SafeTE closure, a means of removing the cap should the primary drive fail due to product contamination.

Designed for both plastics and glass bottles, the SafeTE closure adopts a perforated label for tamper evidence instead of a ring. Calpol, the first brand to adopt the new closure, is just starting to appear on the shelves.

Wellcome, which shared the £500,000 investment in tooling and machinery, has exclusivity on the closure for approximately 12 months.

Jaycare has developed a winged device to ease opening of its full range of cures fitting the 28mm neck. But Ian Parker, managing director of Dragon Plastics, believes that a

winged device might be left on the bottle, compromising the child resistant feature.

In March, Dragon Plastics (Hills Mead Road, Treforest Industrial Estate, Pontypridd, Mid Glamorgan CF37 5TT - tel: 033 841341, fax: 841180) launched Tampalok, said to be the first tamper evident, child resistant closure manufactured in the UK. Adopted by Delny Healthcare for its sticking plaster adhesive remove, En-Solv, the closure is also suitable for sticky liquid preparations. It comprises a white hinge outer cap, an epe liner and a red pl liner with integral tamper evident ring.

More launches with Tampalok are predicted by the end of the year and Dragon Plastics is developing another ere for easy operability.

The American and Canadian approach, whereby the consumer can choose to have either a child resistant closure or an easy open closure, is suggested by Colin Scaife, technology licensing manager at Reckitt & Colman Products. Mr Scaife is also chairman of the joint trade associations working party on technical packaging issues, with a principal focus on child resistant packaging.

The major players in the



PP28 Clic-Loc is a tamper evident and child resistant closure from two CarnaudMetalbox companies

ere field have recently been creating closures suitable for the most widely used neck finish in Europe, the GF304. But standardisation of sizes will ultimately depend on Directives from the EC Parliament, in particular the Directive on Packaging and Packaging Waste.

The Easy-Open bottle from Beeson and Sons Ltd (Hertford Place, Rickmansworth,

Herts WD3 2XB - tel: 0923 779111), part of the International Hospitals Group (IHG), with Tylenol Fasicap, has been

adopted for the US analgesic Tylenol, said to be the biggest selling over-the-counter healthcare product in the

world. The bottle has been recommended by the US Arthritis Foundation.

The latest closure system from Beeson, Child Safer, upon undergoing an US official protocol test, was found to give 100 per cent effective child resistance with 100 per cent of adults also being able to gain access successfully (the official pass rate for both categories is 80 per cent). The closure has passed European standards and offers additional tamper evident features.

Beeson is prepared to take financial risks to prove new closure systems, disregarding the financial restraints of the National Health Service, which funds the majority of medicines requiring elderly-friendly closures.

Centre of Applied Gerontology, University of Birmingham, Edgbaston, Birmingham B15 2TT - tel: 021 414 3407, fax: 021 414 3154



Biogen Laboratories has just given the packaging of its potassium permanganate tablets, Permatabs, additional child resistance by adopting Tracarpac, manufactured by Jaycare

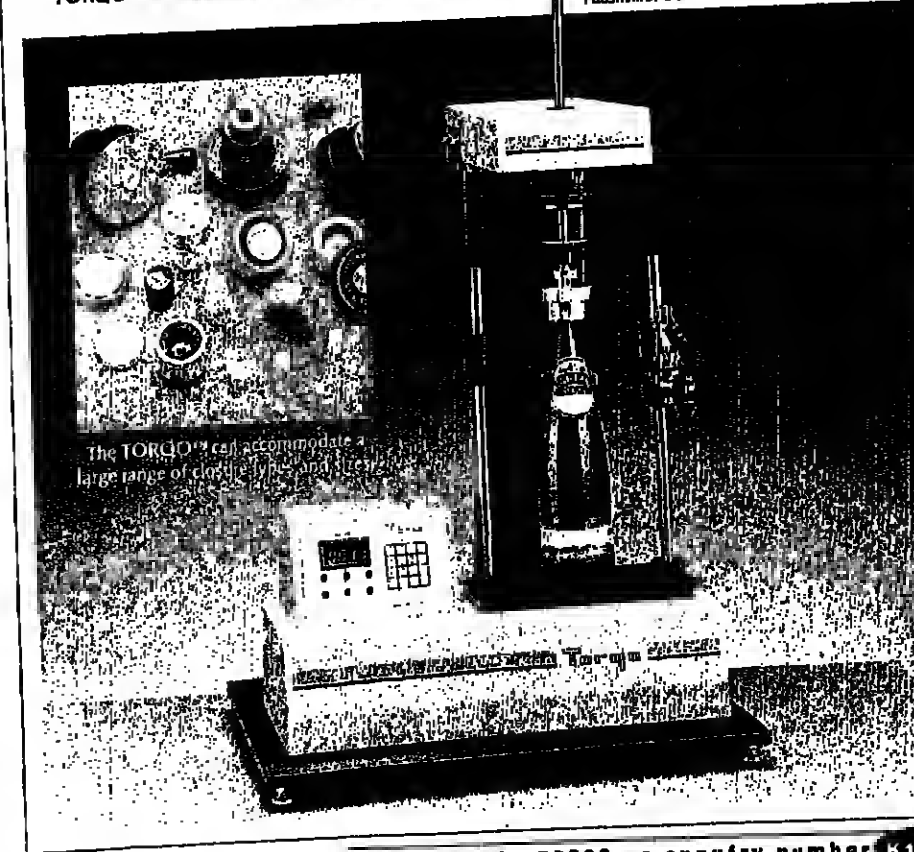
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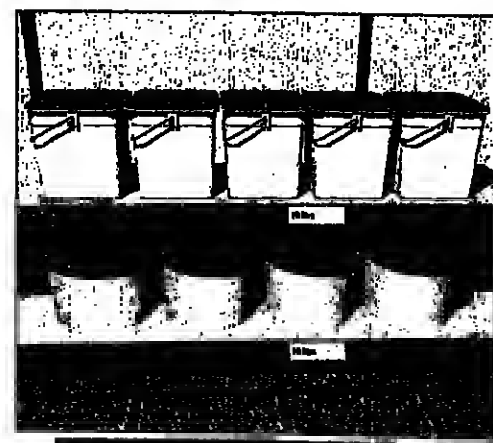
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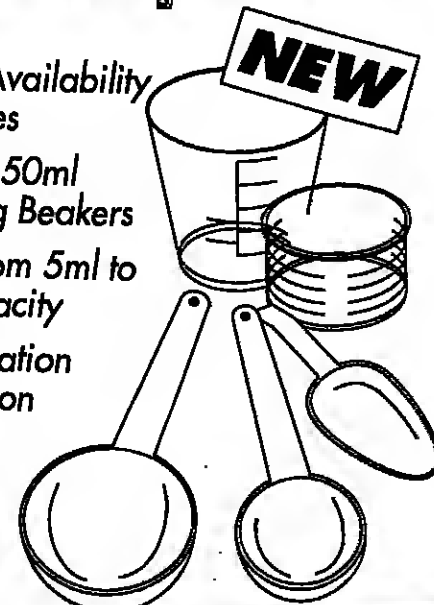
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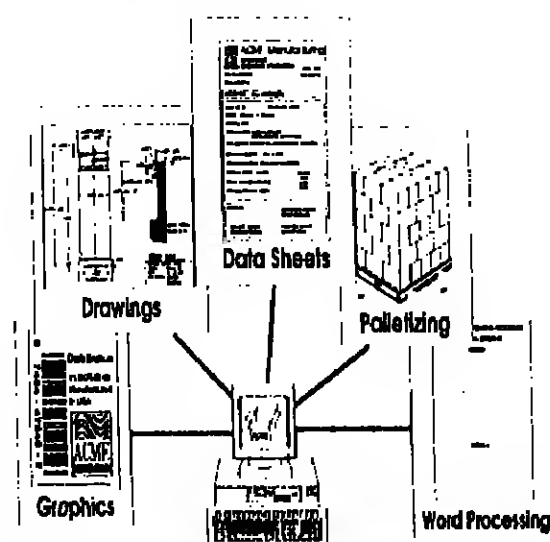


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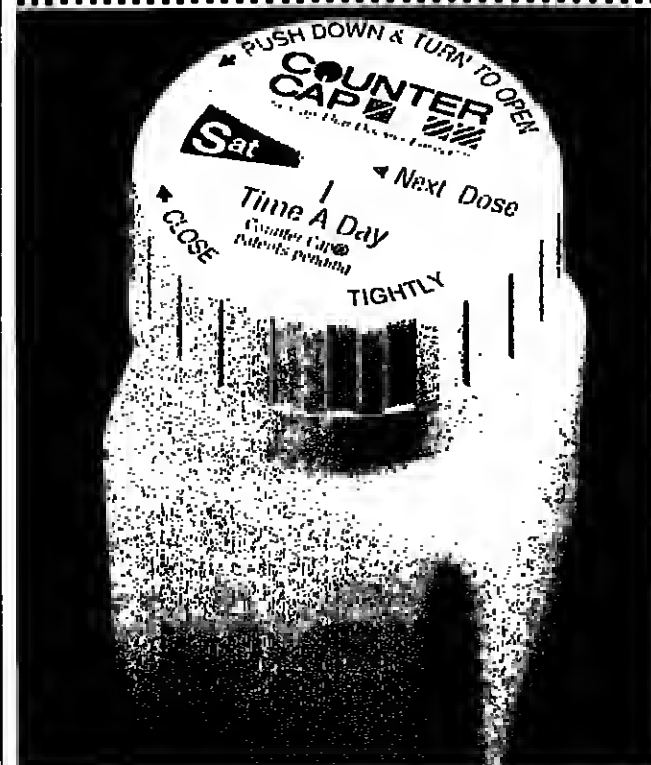
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INTERPHEX

Over 200 companies will exhibit at Interphex '94 at Olympia, London, from 23 to 25 November, spanning all sections of the pharmaceutical industry from raw materials to processing, with its special packaging needs well catered for.

Alongside the exhibition will run a conference with the theme of 'Capitalising on a Changing Pharmaceutical Market'. For more details about the show or conference call the ticket hotline on 081-948 7733.

This year, the cosmetics and toiletries markets will also be well represented, according to organiser Reed Exhibitions (Ortel House, 28 The Quadrant, Richmond, Surrey TW9 2BQ). For further information, call 081-948 9840, fax: 081-948 9888.



Counting on child safety

Counter Cap, a child resistant closure that counts automatically whenever the container is opened, will be among healthcare products displayed by Pharma-Gummi (Bucklers Lane, St Austell, Cornwall PL25 3JL - tel: 0728 93583, fax: 99528).

The Counter Cap is available in three sizes and four different dose options. Stand: C890

Uniform pleat wrapping

A semi automatic pleat wrapping machine will be launched at the show by Burnley Packaging Machinery among a selection of collating and wrapping systems to be demonstrated.

The PL750 wraps individual round items such as soaps in cut sheets, forming a uniform pleat prior to heat sealing or labelling. It will run at speeds of around 750 pieces an hour.

A semi automatic stretch-wrapping machine running at up to 850 pieces an hour - is also suitable for product such as soap, which is pushed into the

stretch film, cut and heat sealed. Labels can then be applied if necessary.

Cartoned products can be collated in formats of 3 x 2 or 6 x 2 and wrapped on an automatic in line sleeve system. Speeds on this machine are between 60 and 100 packs a minute, says Burnley (Farrington Place, Rosendale Road Industrial Estate, Burnley, Lancs BB11 5TY - tel: 0282 831733, fax: 423403). Stand: E310

For further information, call 081-948 772269

Sack and ibc dispense and lift systems

Products to be shown by Palamatic Handling Systems will include its latest sack and ibc dispensing and lifting systems.

The Duo Pal dump station, a part of the company's powder handling range, can discharge fibres and bags between 25 and 50kg.

An addition to the Sacktrip range - the 2000 - will also be introduced at the show. Included in this latest model is an automatic pneumatically

operated cutting arm. The Pal U Lift system is flexible enough to be transported around a factory to wherever it is needed.

Quick release couplings are included so that time need not be lost changing between suction heads.

Bring and test

Visitors are invited to bring product to test on the system, says Palamatic (Cobnar Wood Close, Chesterfield Trading Estate, Sheepsbridge, Chesterfield, Derbyshire S41 9RQ - tel: 0246452054, fax: 451379). Stand: D270

For further information, call 081-948 772269

INTERPHEX PREVIEW

Container ranges show glass/plastics potential

Container ranges to be launched by Bemis International include plastics bottles with sprays or dispensers, cosmetics packs and glass designed for the fragrance market.

Cylindrical and oval deodorant sticks can now be bottom filled. Pet, pug and bpe bottles are now available with retractable dispensing nozzles or necks for crimp- or screw-on spray pumps. Which wider size ranges can now be sourced in bottles and roll-on containers.

Among the toiletries products developed following research into the needs of the UK market are sample size glass and plastics containers



Some of the options in glass that are now available from Bemis

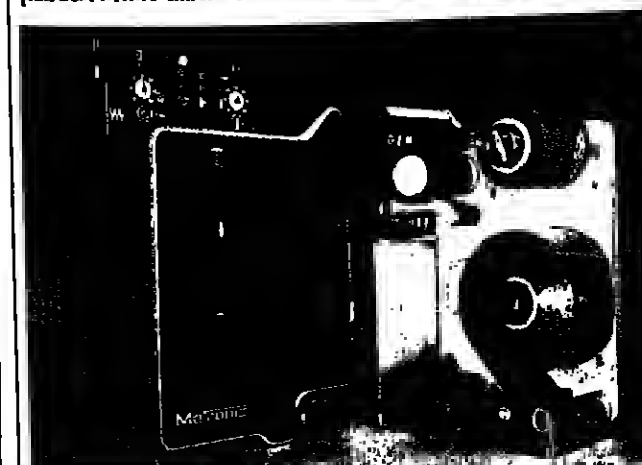
Hot foil print at speed

A compact hot foil printer and a rotary flexo unit for inline printing of flexible materials including blister packs will be among equipment shown by Metronic UK.

Integrated doctor blades and uv curing are included in the rotary flexo system which can be used, for example, to print best before dates or batch

coding on intermittent and continuous motion packaging machines. Two inkjet printers will also be shown by the company (Unit 12, Denway Trading Estate, Handforth, Cheshire SK9 3JW - tel: 0625 536140, fax: 525333). Stand: F700

For further information, call 081-948 772269



The MC 1 hot foil printer: speeds of up to 900 cycles a minute

INTERPHEX BRIEFS

TWO KEOS suitable for pharmaceutical products or ingredients will be launched in the UK by CarTan UK (081-588 4446). One container is specially suitable for uv-sensitive product, and the other has extremely high conductivity. This is already being used by an explosives manufacturer. Stand: A800

LARGE AND IRREGULAR sized tablets and capsules can be inspected on a system from manufacturer Satellite (061-848 8686). A gravity fall detector will also be demonstrated, inspecting powder and granules prior to processing. Stand: D180

A PORTFOLIO of pharmaceutical packaging will be shown by Peig Packaging Ltd (071-381 0611), with products from Italian carton, leaflet, label and foil converter Grafica Zanini, glass manufacturer AR.LA.V.E.S and aluminium tube producer Favia. Stand: E875

DEVELOPMENT PLANS for Field Packaging's purpose built short order response factory in Nottingham will be announced by the group (01159 482107). The site will supply cartons and radi-aid self adhesive labels to industry standards. Stand: F580

RIGID BCS for the pharmaceutical industry will be shown by Tycon Containers Ltd (061-440 0027). Products will include the BPK container designed - with its special cone valve - to facilitate the handling of cohesive materials. Stand: 350

LABELS DESIGNED for the special needs of the pharmaceutical industry, with features such as detachable sections or hanglog straps, will be displayed by Neville and More (0403 732280). The company also supplies child resistant and tamper evident closures and a range of pst containers. Stand: G300

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38

TOILETRIES



The colourful 100 and 200ml injection blowmoulded hi-pe bottles

Modern image for Milk of Magnesia

Sterling Health has expanded and relaunched its established Milk of Magnesia product range in packaging said to convey a more modern and youthful image. A flavoured range and a reformulated standard product is now available.

The colourful 100 and 200ml injection blowmoulded, oval hi-pe bottles sport injection moulded tamper evident inner caps and colour coded dosing outer caps. An extru-

sion blowmoulded 30ml trial size bottle completes the range. All were produced at the specialist pharmaceutical and personal care site of Cope Allman Plastics (Walton Road, Farlington, Portsmouth, Hants PO6 1TS - tel: 0705 380314, fax: 370102). The move to this multi component pack is said to be part of Sterling Health's development of this site brand.

For further information K11-125 Call for details 0839 772288



Bibby Sterilin bottles: can be supplied with a selection of closures

Sample bottle security

A bottle designed for pharmaceuticals and said to combine sample security, safety and convenience has been launched by Bibby Sterilin Ltd.

Available in three sizes - 60, 125 and 150ml - each with a PP28 neck finish, the bottles can be supplied with a selection of tamper evident and child resistant closures.

The acute slope shoulder

Tray erector for precision assembly

A tray erector said to be ideal for precision assembly of small dimension trays has been launched by Europack.

design on the Azlon bottle ensures rapid powder filling and easy liquid filling as well as the overall shape offering an increased area for labelling, says the company (Tilling Drive, Stone, Staffs ST15 0SA - tel: 0785 812121, fax: 815066).

Low minimum order quantities are available.

For further information K11-126 Call for details 0839 772288

Suitable for handling and assembly of the more delicate, thinner gauge blanks, the Mini is one of the smallest machines of its kind on the market, says Europack (Common Lane North, Beccles, Suffolk NR34 9BP - tel: 0502 716540, fax: 716814).

For further information K11-127 Call for details 0839 772288

TOILETRIES, COSMETICS & PHARMACEUTICALS

Gentle fill on dried flower bath oil

Glass jars of bath oil, with dried flowers inside to enhance product appeal, have been launched by toiletries and air fragrance specialists Heathcote & Ivory using a Purdy Gravil Vac 2 liquid filling machine.

This was specially adapted by manufacturer GFI Filling, Capping and Labelling (Hendon Estate, Hythe Road, Ashford, Kent TN24 8J5 - tel: 0233 629161, fax: 639560), to avoid risk of damaging the plants, placed by hand, during the liquid filling cycle.

Called Pact, the range of bath oil is filled to a set level and therefore required a vacuum-assisted filling operation, rather than volumetric. This takes into account the slightly



Pact bath oil is added to the jars by a Purdy Gravil Vac 2 filler

varying internal volumes of the four sizes of jars, made in Europe entirely from recycled

glass containers and sold with minimum contents of 75, 100, 250 and 500ml.

To provide a gentle filling action and to avoid risk of any loose particles interrupting the filling operation, the Vac 2 is equipped with an adapted version of Purdy Gravil's sleeve style filling nozzle. Instead of the more usual twin bore nozzle with separate product port and vacuum tube, this sleeve nozzle has two concentric pipes.

Product flows through the large central bore, which avoids risk of turbulence, while the vacuum is applied through a narrow annulus that cannot be blocked easily by any loose particles, otherwise reducing or shutting off the vacuum, and the fill level, prematurely.

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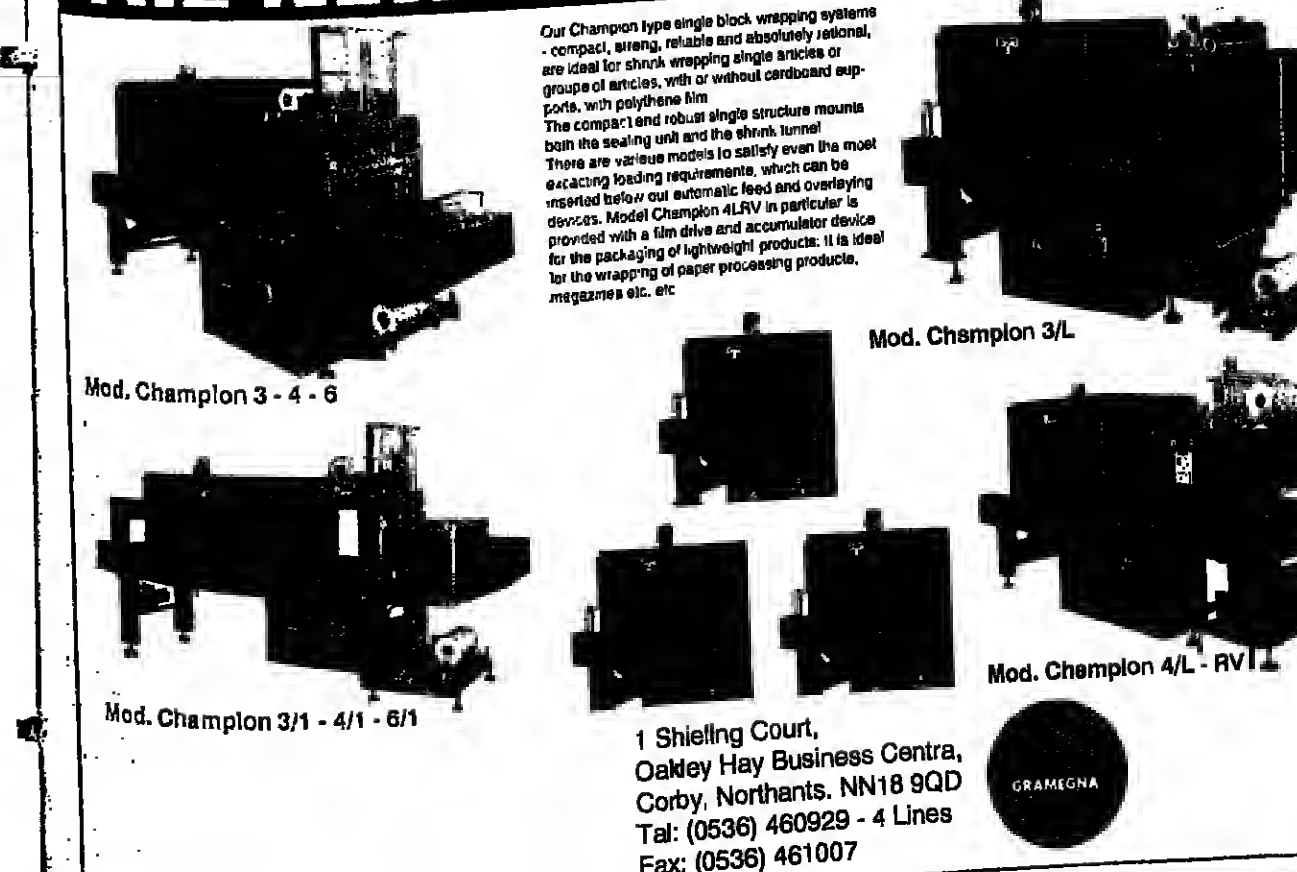
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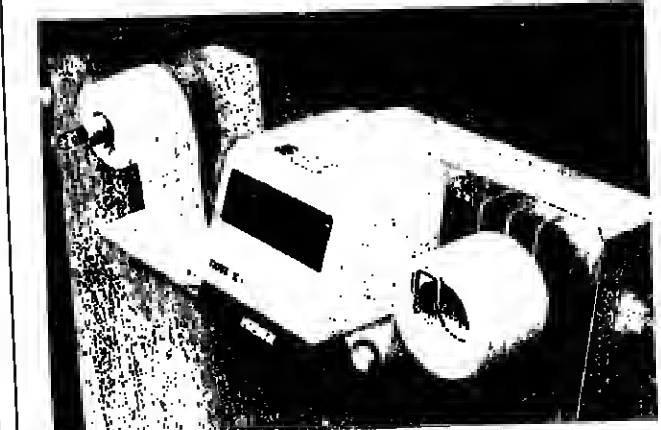


Neck finish for shower gel

Potter and Moore has launched 'Essence of the Plant' shower gel in a 200ml Oval bottle, silk screen printed both sides by Plastohm UK Ltd (Unit 2, Bellbrook Industrial Estate, Brookside, Uckfield, East Sussex TN22 1YA - tel: 0825 768812, fax: 768780). The bottle incorporates a special neck finish, also available as an option on other containers, to accommodate the Eaton dispensing closure.

For further information K11-119 Call for details 0839 772288

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PACKAGING EQUIPMENT 1991

NEW BAG SEALERS

HULME MARTIN's new automatic operated machines combine semi-automatic 'hands free' operation for high volume production applications, with instant impulse sealing for intermittent retail and laboratory use.

The HM3100 Series with (12 inch) 30cm. capacity is around £430. Lower cost cable operated versions with either 'speedfill' options to make polythene bags from layflat polythene tubing are also available.

40

TOILETRIES & COSMETICS

Security for cartons

An original and effective approach to product security in pharmaceutical cartons comes from German manufacturer Amur Thies GmbH, soon to open a plant in Ireland to better supply the British Isles.

Using a system of 12 Mar Roland two colour presses linked on a network of 'fin process' addits at its main Wuppertal plant, the manufacturer carries through the same computer based controls from raw materials to product despatch.

A Berlin printing and gluing plant already serves markets from eastern Germany, and the plant in Galway, Ireland, will offer the same facilities from the beginning of 1995. All printing and finishing will initially be done in Germany.

With 82 terminals in the Wuppertal and Berlin plants, individual, segregated product batches are tracked carefully from station to station, and can progress to the next stage only when positive clearance is given. Colour coding is used to give inspection status at each stage.

Processing is standardised on 700 x 1020mm sheets and

different batches are never combined on sheets, explain, and Jürgen Thies. This standardisation means that changeovers are much quicker on printing and die-cutting, with fewer problems created by register.

All grades of board between fully recycled and 100 per cent virgin are used at the plant, with customers including Organon - a Dutch manufacturer with plants in Ireland and Scotland.



A code reader checks product

Bayer, Glaxo and Hoechst. Export accounts for some 20 per cent of the 4000 tonnes annual production from Thies (Königsberger Straße 5-17, 42277 Wuppertal, Germany - tel: 010 49 202 526000, fax: 523941 - UK tel/fax: 0606 737804).

Correspondence is checked between the carton batches, order numbers on paperwork and, at the end of processing, barcodes on transit cases. Typically a batch will take two weeks to ship out from ordering, though rush orders can be processed in just three days.

An Acceptable Quality Level system is in operation.

For further information K11 Call for details 133 0839 772268



Colour matching between the parts and with the can is a priority

Pp collar and overcap give a 'feminine' appeal

A pp collar and overcap have replaced a one piece aerosol fitting on Elida Gibbs' Impulse body spray range, giving more of a feminine appeal to the product, according to the filler.

Avoiding the use of a spray-through filament, as seen on some other fragrances, or less attractive actuator designs, the collar and cap are produced by Betts Plastics with colour matching a priority between the parts and with the can.

There are nine fragrances in the range, and Betts worked with Elida Gibbs to ensure the closest match between components. Each of the 35mm caps is embossed with the Impulse butterfly.

According to Elida Gibbs, the upgrade of the presentation was a reflection of the product's specific appeal. "The new image for Impulse is much more in keeping with the feminine nature of the product, and the overcaps and collars are more in harmony with the rest of the can," says a spokesperson.

When Elida Gibbs approached Betts (505 Ipswich Road, Colchester, Essex CO4 4HE - 0206 753400, fax: 844002), part of Courtaulds Packaging Ltd, the moulder had never produced the combination of collar and overcap before.

For further information K11 Call for details 132 0839 772268

CONVERTING

FOR PACKAGING PRODUCTION & PRINT

THE WORLD

Information systems improve slitter/rewinder productivity

A series of information systems designed to further enhance the productivity rates of slitting rewinding equipment can now be built into its range of machinery by Titan Converting Equipment Ltd.

Called the Titanplus family of products, the increased productivity comes from maximising communication in key areas of operation, thereby offering converters a unique degree of control over their production, says the company.

Five separate systems can be supplied, each of which can be used in conjunction with others, depending on facilities required. Titanplus is a multi media support information package which can be used while sitting at the drive desk of the slitter/rewinder. It includes video sequences for operator training, interactive

maintenance help sequences for fault finding and actual demonstrations of how to replace major machine components.

Titanlink is a system of direct fast modern communication which allows Titan engineers direct access to the machine within minutes of contact being made. Features offered include direct fault finding, including machine web power loading during a run as well as the ability to upgrade the machine programme to include recent developments.

Video observation

A machine video observation package now available is called Titanview. Video cameras are positioned at important machine strategic areas such as unwind, cutters or trim, allowing the operator to view live video from the desk monitor.

It also provides a view of the machine from a remote

office positions.

A system specifically aimed at reducing material wastage and machine downtime during millroll changes and setups is also now available. Called Titanhome, it has the ability to download the characteristics of the new millroll into the machine's memory, including faults and their locations.

Finally, a machine networking package which offers almost total control of production, particularly when used with the other software packages, is called Titannet.

It allows a large number of machines to be monitored from one central control point as well as giving the facility to access all production, past and present. Future production can be downloaded to all machines with full cross checking spreadsheet facilities to high-light unrealistic targets.

For further information K11 Call for details 609 0839 772268

Bloomer on the blower

Last month we printed the incorrect telephone number of film producer, Mupfian (UK). The correct telephone number of this company is 0206 393345.

Automatic diecutting

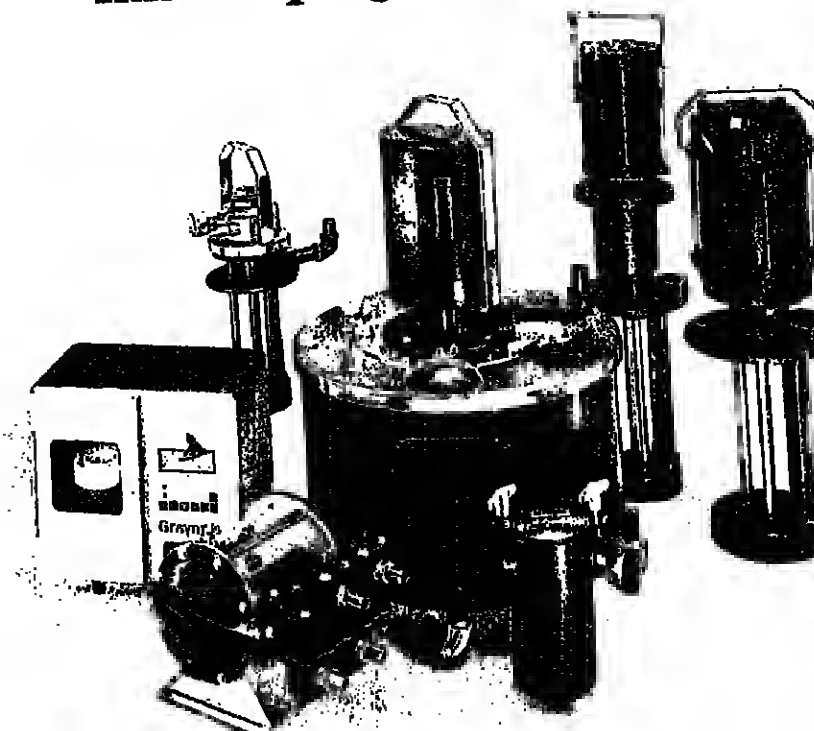
Smurfit Corrugated has just purchased two T70 series fully automatic flaired diecutting machines from U-Pack (Manufacturing) Ltd.

The T70 is the smaller in the range of equipment and handles sheet sizes between

1700 x 1400mm; the larger T100 has a sheet size of 2400 x 1915mm, says the company (Central Engineering Works, Lydbrook, Glos GL17 9ND - tel: 0594 861141, fax: 861266).

For further information K11 Call for details 611 0839 772268

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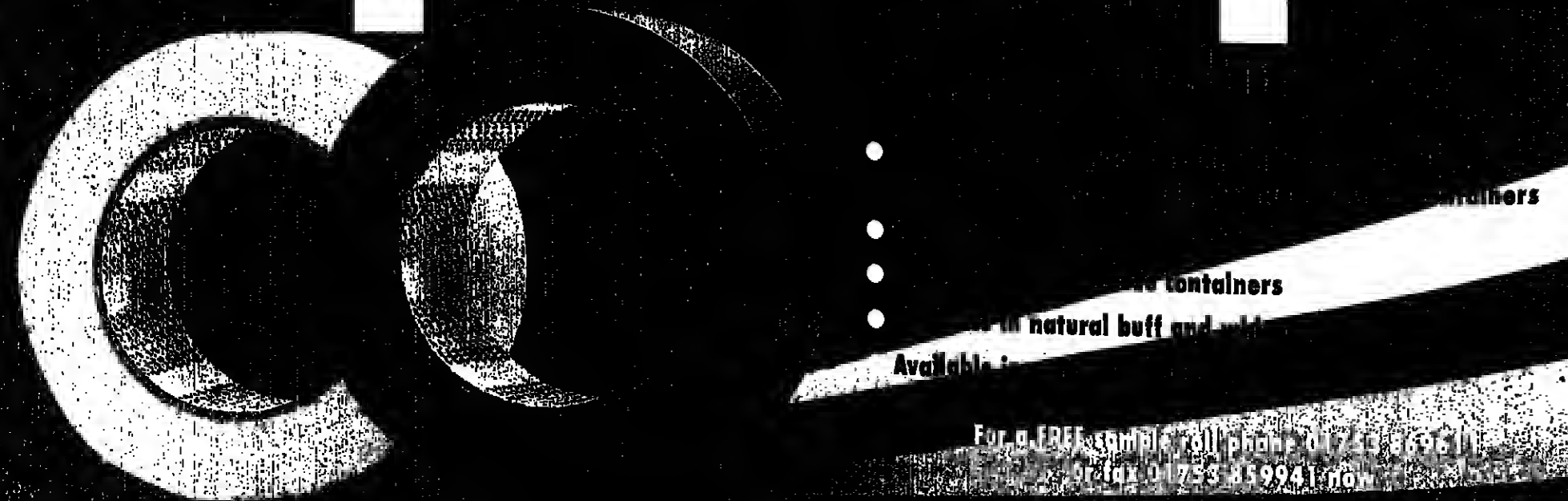
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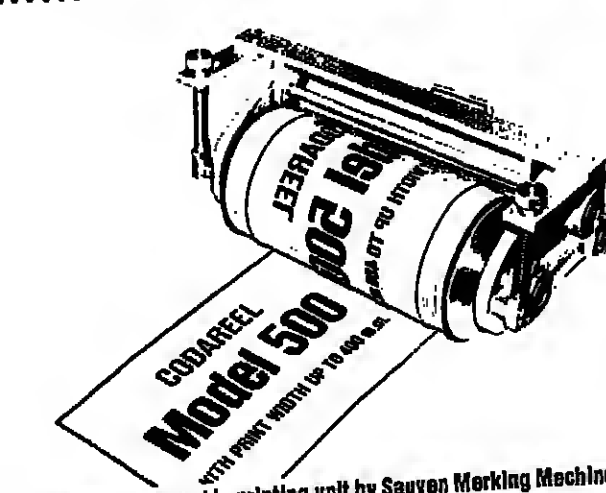
PACKAGING NEWS/NOVEMBER 1994

Economic flexo print

Signmakers, paper converters and extruders of film all showed great interest in the Codareel printing units on show at Convertex by Sauven Marking Machines Ltd.

Each precision flexographic unit in the Codareel range can print in one colour on any material in continuous strip or web form. It allows converters of paper, fabrics, foil, plastics and even metals to print a simple code or symbol - such as the Green Dot - at very cost effective rates.

"The Codareel flexographic units are much cheaper than having to use a conventional printer for this kind of work



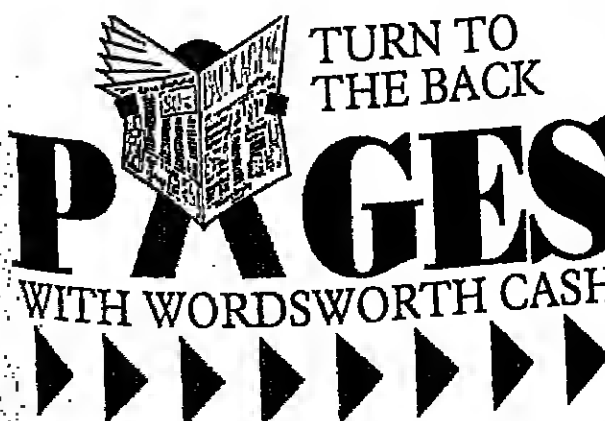
Codareel flexographic printing unit by Sauven Marking Machines

and can be supplied at costs starting at £600 and going up to £1600," David Sauven, managing director of the company, tells *Converting World*.

The unit can be attached to any parent machine and special fast drying flexo inks are supplied to suit all applications.

The type drum rotates by frictional contact with the material being marked to give random or continuous print. The company is at Canada Road, Byfleet, Surrey KT14 7JX - tel: 0932 355191, fax: 354511.

For further information K11 Call for details 610 0839 772268



Call on 0839 772268 or enquiry number K11-679

PACKAGING NEWS/NOVEMBER 1994

Deposition monitor enhances metallised films

Customers of Bonar Teich Flexibles, Derby, can look forward to further enhanced quality assurance on its metallised films, following the installation of a non contact deposition monitoring system designed by General Vacuum Equipment (GVE).

The system has been retrofitted to Bonar Teich's existing 1750mm web width Electron-Beam metalliser, with GVE also carrying out installation and commissioning work.

"Approximately 90 per cent of our production is barrier packaging," says Christian Rüssel, marketing director of Bonar Teich, "and in this market, customers require consistent product quality to guarantee aspects such as aroma retention along with

oxygen, moisture and light barrier properties.

"Light barrier is particularly important for fatty foods such as biscuits," he adds.

"We felt that the introduction of GVE's deposition monitoring system would provide a worthwhile enhancement to our metallising facility."

The system installed comprises a multi point, non contact sensor assembly across the full web width within the metalliser. This is connected to a control cabinet and display module adjacent to the operator position.

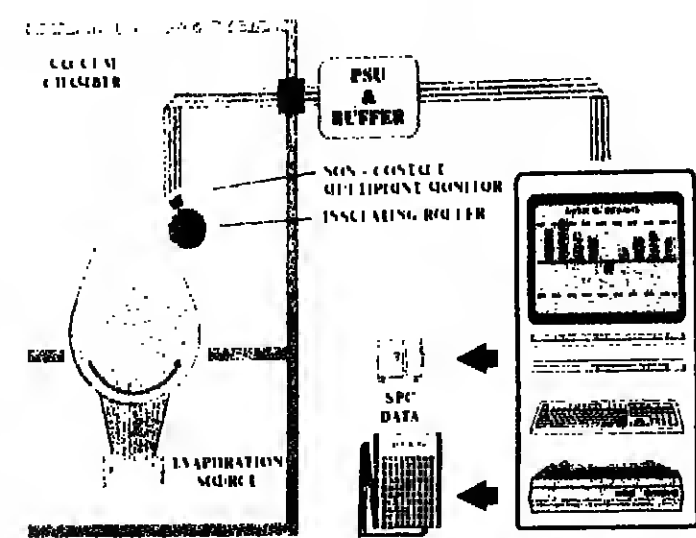
The software is user friendly with the ability to continuously monitor the thickness of the deposited layer either in resistance units (ohms/square) or optical density. Thickness

results are graphically displayed and uniformly both in transverse and machine directions is easily analysed.

"It is extremely easy to operate," says Dave Morley, metallising manager at Bonar Teich.

"You simply input customer details such as web width and type of material and the rest of the cycle takes care of itself. There is even an automatic self calibration test at the start of each roll to guarantee that everything is working satisfactorily."

As well as giving operation



GVE's deposition monitoring system being used at Bonar Teich Flexibles

benefits, the software used on the system also incorporates an additional calibration enabling

results to be interpreted in optical density units when required. "All measurement

data is stored onto disk," says Mr Rüssel. "If customers request it, printouts can be given to verify the deposition level and uniformity."

"Our unique monitor design overcomes problems experienced with alternative systems," says Ian Baxter, asst general manager of GVE (Pennine Business Park, Pilsworth Road, Heywood OL10 2TL - tel: 0706 622442, fax: 622772).

"In use at many installations worldwide, the monitor has proved itself to be durable and well suited to its main application of metallising for packaging," he says. "The flexibility of the system makes retrofitting a possibility on almost any metalliser."

For further information call 0839 772268

Ink taint brings pollution charge

Combined Packaging Suppliers Ltd of Mitcham, Surrey has been conditionally discharged for one year for polluting the Mill Green Ditch at Mitcham.

The prosecution was brought by the National Rivers Authority Thames Region (NRA) following an incident on 8 April, 1994 when the Mill Green Ditch was polluted by ink, after ink waste product was poured into a surface water gully, from where it entered the watercourse via the surface water system.

Pleaded guilty

At Wallington Magistrates' Court on Thursday 15 September this year, the company pleaded guilty to causing pol-

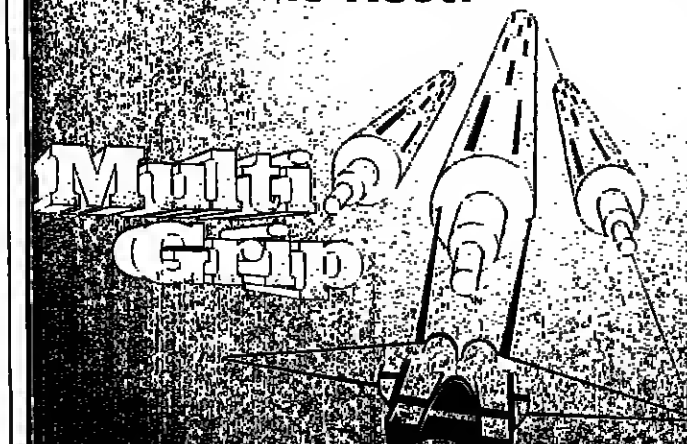
luting matter to enter controlled waters and were conditionally discharged for one year and ordered to pay £330 costs to the NRA.

Speaking after the hearing, acting area manager Colin Candish said: "Companies must instruct their employees not to pour waste products into surface water drains as these connect to watercourses and can cause pollution."

"We rely very heavily on people being vigilant and reporting pollution incidents to us," added Mr Candish.

The NRA has introduced a free Emergency Hotline number 0800 807060 for alerting the NRA of environmental incidents.

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PACKAGING NEWS/NOVEMBER 1994

A fresh face for flexo

Membership of the UK European Flexographic Technical Association - EFTA - covers many facets of flexo printing and this year has seen a fresh look with the appointment of Tony Bath as the new secretary and a generally more proactive stance taken on many issues such as training and education.

It is a stated aim that EFTA wishes to push out the boundaries of flexo print in terms of technical input and quality output. John Bamberg, md of Lancastrian Labels Ltd is the chairman of EFTA and is keen to meet the new demands placed on the association by the fast changing flexo industry.

According to Mr Bath, there is currently a will to develop the association to keep pace with change and attract new members.

EFTA was established in 1973 and has built over the last 21 years to its current level of 350 members. It wishes to increase membership substantially by 1996. In fact, double the number is the aim.

A non commercial, technical organisation, EFTA has seven objectives:

- To promote standards within the industry
- To further the improvement of training within the industry and instigate training standards
- To organise seminars and workshops
- To organise annual print awards to illustrate to the printing industry as a whole the advance and achievements of flexo printers
- To maintain links with training establishments and related organisations such as Pira
- To maintain the EFTA as the recognised voice of the flexo industry
- To market the association to all sectors of the flexo industry and to increase membership substantially by 1996.

In operation, a Council of Directors is elected at the AGM with the proviso that there is always one more printer than supplier. Other members can be co-opted as and when necessary.

Directors are responsible for each of the sub committees which cover such activities as training, awards, pr/marketing and technical. There is one full-time position, that of secretary, which was taken up by Mr Bath earlier this year. His background is in wide web flexo printing having previously spent nearly 30 years at Colodense, most recently as production manager at the Bristol factory.

Tailor-made courses

As part of the expanding and more focused services offered, EFTA is seeking a part time technical/training manager. In particular, the role will involve offering members the facility for tailor-made courses run in house, geared to specific needs. The manager will also be involved with planning and organising other EFTA seminars and workshops, writing

technical data sheets and other reports and undertaking technical projects related to flexo.

According to Mr Bath, these in house courses will make the best use of members facilities and overcome some of the cost/time ratios involved in traditional longer style, seminars.

"We aim to use the general expertise within the organisation much more effectively," he tells *Converting World*.

One of the reasons for the change of emphasis to in house training rather than at institutions such as Watford College, is the lack of modern facilities in education. Although EFTA acknowledges that this will not help the colleges, they have called for members to donate any equipment that is surplus to requirements to the colleges.

EFTA will then undertake refurbishment and place it in one of the colleges with which it has links.

Training the next generation of flexo printers is a vital role and many colleges are hampered by either the complete lack of a flexo press or else machines which have long since been out of date, says Mr Bath.

"You can't teach state of the art with state of the art" is the way the problem was put by Bernard Catterall of Wantzen Ltd when he was EFTA training director.

Historically, the association has concentrated on wide web work but, says Mr Bath, this must change. This is why narrow web courses have now been introduced. Mr Bath also hopes that the new training



Tony Bath: proactive stance

manager will take EFTA down the road to NVQs, so that the whole process becomes more meaningful.

EFTA seminars have also seen some change. There is now more emphasis on specifics. "Seminars need to be topical and good value for money," says Mr Bath.

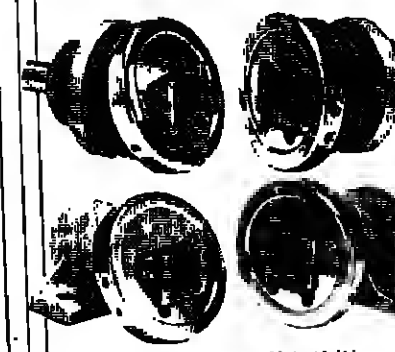
Another important event in the EFTA year is the annual print awards, representing over 30 categories of flexo printing.

As well as flexo printers themselves, many suppliers, institutions and colleges make up EFTA's nearly 350 membership with 20 per cent of these based overseas. Call Lee found out more during *Convertext*

The competition is open to members and non members and the closing date for entries in the 1995 EFTA Print Awards is 20 January, 1995.

EFTA (UK) 7 Limerick Road, Redland, Bristol BS6 7DX - tel/fax: 0272 346965.

For further information call 0839 772268



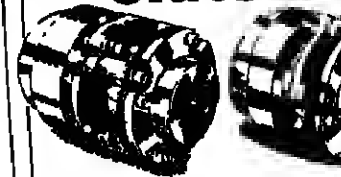
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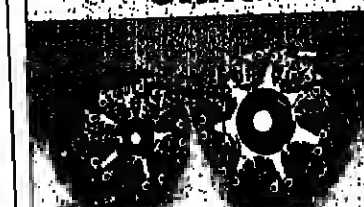
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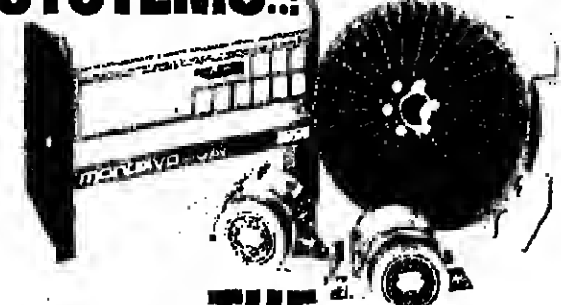
For further information please call Richard Prigg, Belserdorf UK Ltd., tesa Division, Yeomans Drive, Bleaklands, Milton Keynes, MK14 5LS, Tel: 01908 211333, Fax: 01908 211555

Call on 0839 772268 or enquiry number K11-600

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PACKAGING NEWS/NOVEMBER 1994

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Call on 0839 772268 or enquiry number K11-602

CONVERTING 44

Built-in indicator

An inbuilt performance indicator is to be included in Boschert's latest design of pneumatic brake, showing clearly whether the unit is working within its normal range but also when it is operating at above or below its optimum design limits.

This indicator also gives early warning of the need for brake pad removal, which takes less than one minute, thus the company (P.O. Box 5X24, Sittingbourne, Kent ME10 4PZ - tel: 0795 471916, fax: 0795 429544).

Twelve friction pads are employed and are designed, says Boschert, to reduce operating noise and improve sensitivity in use.

For further information, call 0639 772268

BRAKES, DRIVES & CLUTCHES

Intelligent servo drive

An intelligent universal servo drive that supports both sinusoidal brushless and dc servo motors has been introduced by Electro-Craft to provide a low-cost machine control with speeds up to 6000rpm.

Standardisation

This brushless motor control capability within the SD 105 drive is particularly useful for standardisation where both types of motor are used on a multi-axis machine or production line, suggests Electro-Craft (Fourth Avenue, Crewe, Cheshire CW1 1XL - tel: 0270 580142, fax: 0270 580143).

As a stand-alone unit, it Low-cost machine control at speeds up to 6000rpm is provided by this intelligent universal servo drive, introduced by Electro-Craft.



will drive either type of motor in the programmable position mode or conventional $\pm 10V$ velocity operation.

Encoder duties

In addition the SD 105 drive can be employed to perform less complex tasks such as clock-direction or encoder duties using its electronic gear feature. All these duties can be performed using an internal stored motion profile, programmed using Electro-Craft's SmartMaster Windows DOS compatible interface.

Apart from applications in converting and printing machinery, the drive has further uses within packaging lines and conveyors, says Electro-Craft.

For further information, call 0639 772268

Single disc brake can be retrofitted quickly

A retrofittable brake that can be quickly installed on most types of converting machine, particularly where space is limited, is among latest developments from Montalvo.

Although the HPS range of brakes uses only a single disc, heat dissipation and torque delivery is the same as Montalvo's larger standard double disc unit, points out UK supplier Arrowhive Equipment (Unit 11, Vanalloys Business Park, Busgrove Lane, Stoke Row, Henley-on-Thames, Oxon RG9 5QB - tel: 0491 682044, fax: 0491 682117).

The HPS brake uses the same friction pads and piston assemblies as the Montalvo Standard Series but can be converted to operate as a clutch

through the addition of a sprocket adaptor and bearing. Up to six, eight or ten cylinders can be employed, with piston assemblies bolted to the backing plate. No mounting bracket is required and the HPS can be installed simply by drilling the machine frame to take a single static torque bolt.

A further development from Montalvo is the Model PIRTE-1E brake range expander for use with multi-cylinder pneumatic brakes.

As roll diameter decreases towards the end of a run and air pressure to the brake is similarly reduced, the unit automatically takes some of the brake cylinders out of service.

For further information, call 0639 772268

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CONVERTING 45

Inverter designed to give more flexibility

An inverter drive said to offer a degree of versatility not previously available from a single model has been developed by Eurotherm Drives.

Like most current digital drives, the 5845 series has a broad array of programmable set-up features but has much greater flexibility in terms of application says the manufacturer (New Courtwick Lane, Littlehampton, West Sussex BN17 6PD - tel: 0903 721311, fax: 0903 723938).

For example, the inverter has been designed with a two-in-one power rating allowing the user to select either a constant torque rating, with 150 per cent overload capability, or alternatively a higher

square law torque for applications such as fan and pump control.

"It may be configured for constant pressure or flow systems"

Similarly the inverter can either be programmed for speed control applications or can be simply configured for constant pressure or flow systems using the on-board process controller.

Two mounting package

Compact drives include regulated field bridge switch

An extended series of compact three-phase two and four-quadrant dc drives with models up to 115kW has been announced by Spring Electric (Unit C2, Rufford Industrial Estate, Ford, Arundel, West Sussex BN18 0BT - tel: 0903 730000, fax: 0903 730893).

The drives can be configured in any application via a system of extra inputs and outputs while on-board presets give control over all important speed, current and voltage variables.

For further information, call 0639 772268

Variable speed drive needs no control panel

An ac variable speed drive that, as standard, requires no control panel installation to achieve IP54 water and dust-proof specification is available from Ashe Controls for applications in which no control panel or no space within the control panel is available for a variable speed drive unit.

9RR - tel: 0473 710912, fax: 0473 719137.

The company also markets a range of Vector pause modulation open-loop flux vector inverters, available up to 37kW.

For further information, call 0639 772268

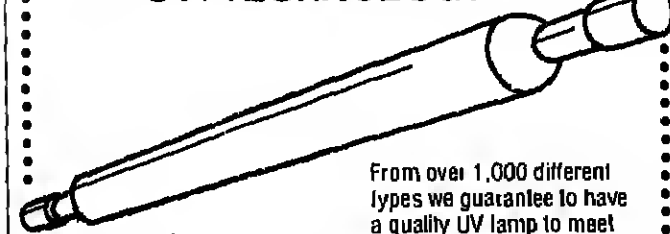
"Rocker switch"

The drive, which comes with speed potentiometer, on-off rocker switch and led trip lamp on each face, is part of an AC range that extends up to 3kW.

Variable speed dc drives up to 285kW are also available from Ashe (St Johns Works, Bluestem Road, Ransomes Industrial Park, Ipswich IP3

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- Formal education in the field of electronics
- Related hands-on experience and strong technical skills
- Excellent verbal communication skills
- Willingness to maintain an extensive travel schedule
- Training experience in a classroom setting is helpful
- Second language is helpful

Remote working arrangements may be possible for candidates who can not relocate near our UK office.

CC1 offers competitive salary & generous compensation/benefits package. Send C.V. and salary requirements to CC1, Inc. Attn: SVII, 71 Lopez Road, Woburn, MA 01807, USA

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The ideal candidate will have sales and marketing experience in the plastic packaging sector and must be capable of achieving sales targets in the competitive beverage and food sector.

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Please send full CV to

Maurice Stewart, Managing Director Mouldamatic Limited
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For the very latest details of vacancies in packaging, management, production and technical or sales, you can be sure you are up to date with the Packaging News Jobs Fax Line. Just call the appropriate number below from a fax machine and you will receive a free copy of the latest vacancies.
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FISCHBEIN

Due to the expansion of our range of equipment and our growing development of the market we require an experienced

SALES REPRESENTATIVE

to develop the sales of our existing and future products in the Eastern half of the country.

The ideal candidate will have a good knowledge of the seed and bag user market, preferably through a machine supplier, be highly motivated and located in the Midlands close to the M1.

Salary will depend upon experience and qualifications.

Please send your CV to:

David Greenfield, FISCHBEIN,
 Unit E4, Northway Trading Estate, Tewkesbury, Gloucestershire GL20 8JH

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To accelerate the development of new and existing products, an experienced Packaging Specialist is sought to support the Company's operations in the East Midlands, Scotland and Mexico.

Reporting to the Director of Procurement and based at prestigious offices in Wellingborough, Northants, your duties will be to provide innovative solutions to packaging and related environmental issues and improve packaging line performance within disciplined cost parameters.

Ideally a Member of the Institute of Packaging with an Engineering qualification, you will have already gained significant experience within a high product profile environment, with exposure to a wide range of packaging manufacturing technologies - injection/blow moulding, spiral wound tubes, bag in box, pouch, board and similar items.

Flexibility is a key requirement for this position and you must be prepared to travel in order to support the supplies operations for the Group. As an important new member of our central manufacturing management team, you will also be capable, on a regular basis, of making key decisions affecting all packaging activities.

If you are confident you can fulfil our requirements, please send your CV, indicating current salary details, to Mrs Jane Clement, Personnel Administrator, Gestetner Manufacturing Limited, Sinclair Drive, Wellingborough, Northants NN8 6DU.

Gestetner

OCME

OCME UK, in keeping with our policy of developing our service and support capability within the UK, are looking for a

High Calibre Multi-disciplined Installation and Commissioning Engineer

to work on our extensive range of packaging machinery.

The successful candidate will be experienced in a similar position within the packaging industry and experience on packing machines in particular will be beneficial.

The Engineer will ideally be based around the Midlands but the work will involve travel and stays throughout mainland UK.

Applicants should forward a CV to the Technical Services Manager at:

OCME UK Ltd., King John House, Kingsclere Park, Kingsclere, Newbury, BERKS. RG15 8SW

PACKAGING OPPORTUNITIES

We have many clients seeking well qualified and experienced Packaging Industry professionals for a wide range of positions in industry.

In particular there are opportunities in Sales, Production, Technical and Quality Management, as well as other positions, in various parts of the UK. We would like to hear from individuals who are interested in making a sound career move at this time.

Please send a comprehensive CV and an indication of the type of position you are seeking, or telephone our office today.

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CORRUGATED PACKAGING

SALES DIRECTOR

North West

Our client, a successful privately owned corrugated case manufacturer, is seeking to appoint a high calibre sales professional in the position of Sales Director.

The successful candidate will have a good background of Sales Management in the corrugated case industry, with strong strategic and marketing skills.

The position will offer considerable scope for influencing the direction of the company, as well as potential for career development and attractive rewards.

If you feel you can meet these requirements contact Mark Pendleton, quoting reference P892.

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■ Directly involved in key account sales and maintaining relationships with major customers. Equally committed to building business with new accounts and developing profitable growth in niche sectors.

■ Contribute to the strategic planning of the UK business, managing margins, introducing new products and working with major customers on range extensions and technological improvements.

THE QUALIFICATIONS
 ■ Probably aged mid/late 30s, bright, numerate and analytical. Ideally with a business qualification or post-school educational achievement.

■ Must be proven in sales management in the packaging industry, to include experience in supplying both blue-chip major customers and specialist manufacturers.

■ Enterprising, positive and ambitious. Mature and professional approach to key account management, with the additional flair and energy to generate potential growth opportunities from second level sources.

Please reply with full details on Selector Europe, Ref: P11610944, Addington Centre, Greenacres, Dunsen Park, 1101 Road, Manchester M22 4LG

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 London 071 493 1238
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